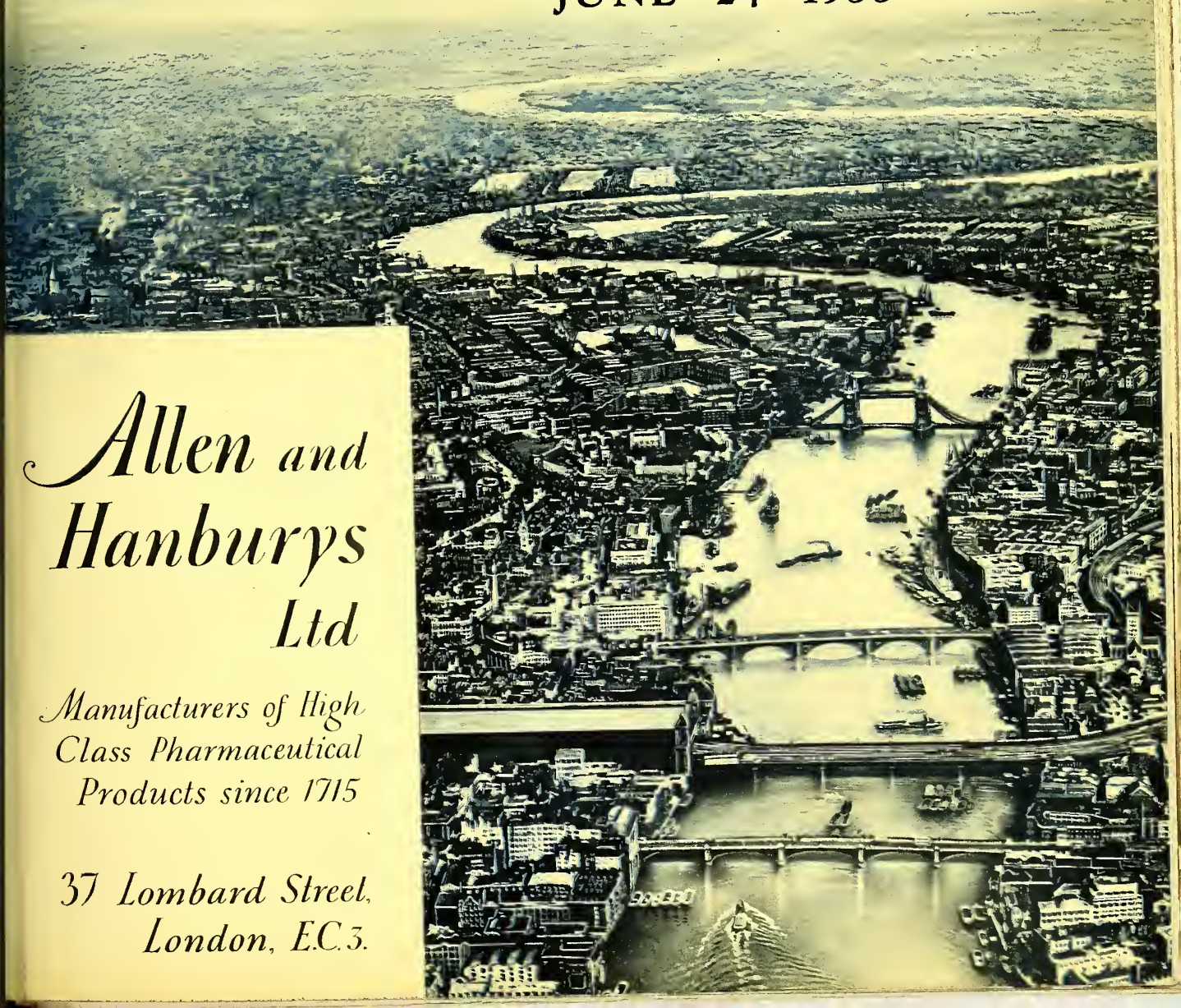
The

Chemist & Druggist

No 2785
Vol. CXVIII.

ANNUAL SPECIAL ISSUE
JUNE 24 1933



Allen and Hanburys Ltd

Manufacturers of High Class Pharmaceutical Products since 1715

37 Lombard Street, London, E.C.3.

TO AVOID CONFUSION



TARIFF PRICES
2½" wide - 22d.
3" „ - 26d.

BRITISH MADE

THE NEW PACK

As from June 1st, the "Elastoplast N.H.I." pack was discontinued and replaced by "Paragon Brand" Elastic Adhesive Bandages, conforming with the existing requirements of the N.H.I. Schedule, and may therefore be supplied against scripts.

The change is in the Brand name only, and this does not affect existing stocks of "Elastoplast N.H.I." Bandages in any way.

TO INTRODUCE CELLONA

PATENTED AND IMPROVED

In our advertisements in the British Medical Journal and Lancet this month we are offering to medical men special half-price trial sets of Cellona Bandages as follows :—

	Price	Trade
6–3" Cellona - -	2/6	2/3
12–4" „ - -	7/6	5/4



PLASTER-OF-PARIS BANDAGES

A coupon is included in each advertisement, and only one set can be supplied to any one doctor, and the name of the doctor must be included with the order to your wholesaler.

Manufactured by

T. J. SMITH & NEPHEW, LTD., DEPT. C., NEPTUNE ST., HULL

AND AT LONDON, GLASGOW, MANCHESTER

OBTAINABLE FROM ALL WHOLESALE HOUSES

YOU WILL ALWAYS HAVE A SALE FOR

•NOVALGIN•

TABLETS



THE ANTIRHEUMATIC

The medical profession realise more and more that 'NOVALGIN' frequently acts when salicylates fail, that it is definitely harmless and gives no rise to gastric upset.

It is our aim to keep the profession well informed of these advantages.

The clinical results speak for themselves, and the public is quick to realise that a 'Novalgin' prescription means relief.

In 1889, we introduced 'Aspirin' to the medical world. To-day we are convinced that we have found something better. Identify yourself with a product that has a future —by stocking and selling 'Novalgin.'

Tablets gr. 5 in

Bottles of 25 ... 2/-
" " 100 ... 6/6
" " 500 ... 30/-

Prices subject to usual discount.

BAYER PRODUCTS LTD.
19, ST. DUNSTAN'S HILL, LONDON, E.C.3.

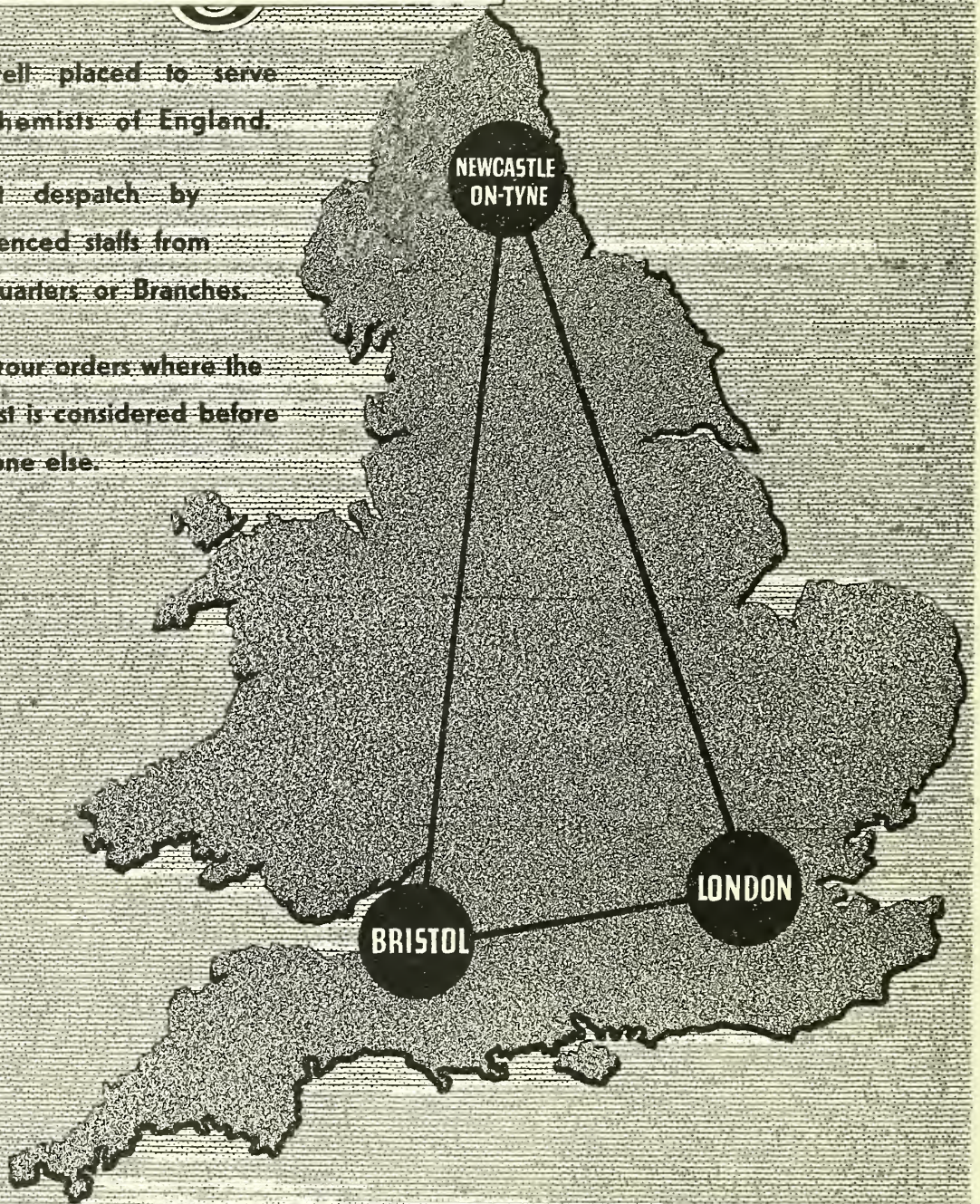
BAYER PRODUCTS LTD. BAYER LONDON

Sangers
LIMITED

are well placed to serve the Chemists of England.

Prompt despatch by experienced staffs from Headquarters or Branches.

Send your orders where the Chemist is considered before everyone else.



250 EUSTON ROAD, LONDON, N.W.1

40-41 REDCLIFF STREET, BRISTOL

OLD INFIRMARY BUILDINGS, NEWCASTLE-ON-TYNE

A REALLY EXCELLENT CLEANSING CREAM



...*now* sells at really popular prices!

THESE new reduced prices come at the most opportune time—when sunburn and exposure to sea air make Coty Cleansing Cream a necessity to every woman. As a result, you can confidently treble your usual order for Coty Cleansing Cream. *You* will benefit as well as your customers, for just as these reduced prices mean bigger sales, so these bigger sales will mean bigger profits! Make up your order now!

REDUCED TO

6D.

HANDBAG SIZE TUBE

1/-

LARGE SIZE TUBE

ALSO IN JARS AS USUAL, AT **2/6**

COTY

CLEANSING CREAM

(IN TUBES)

COTY (England) LTD., Coty House, 3, Stratford Place, London, W.1. *Telegrams:* "Paricoty, Phone, London." *Telephone:* Mayfair 7244

C.F.H. 309

Schering Chemicals.

•

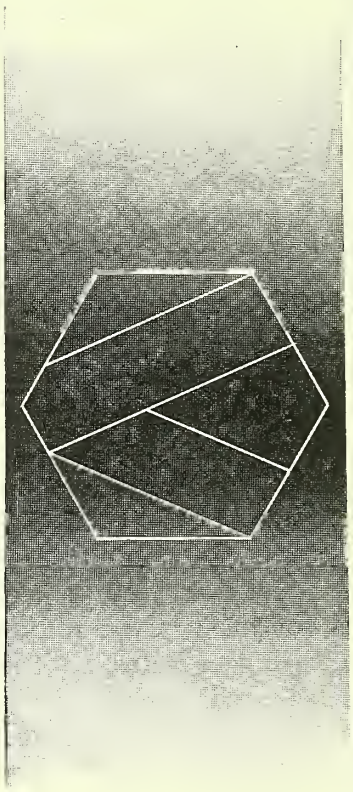
ACID TANNIC (All Grades).
ACID TRICHLORACETIC.
BARIUM SULPHATE B.P. (Purest for X-Ray Tests).
CALCIUM GLYCERO-PHOSPHATE (Neut.Sol.)
CAMPHOR OIL (Synthetic).
CAUSTIC POTASH (Sticks and Pellets).
CELLOIDIN.
DIMETHYL SULPHATE.
HYDROQUINONE (Improved Quality).
MENTHOL SYNTHETIC (Recryst. "SCHERING").
MUSTARD OIL (Artificial).
PIPERAZIN.
RENNET, PURE (Powder and Liquid).
SALOL.
SANTONIN.
TERPINEOL.
TERPINOL.
THYMOL (CRYST. B.P.)
UREA B.P.
URETHANE.

X-Ray Products, Cassettes, Screens, Developer, etc.

CAMPHOR

B. P. 1932

IN
POWDER
SLABS $2\frac{1}{2}$ LB.
TABS. 1, $\frac{1}{2}$, $\frac{1}{4}$ OZ.



Trade Mark Brands.

•

'ARCANOL.'
'ARTHIGON.'
'ATOPHAN.'
'ATOPHAN' BALSAM.
'ATOPHANYL.'
'BETA EUCAINE.'
'CYLOTROPIN.'
'EUPHTHALMIN.'
'FORMALIN.'
'KRYSOLGAN.'
'LAEVULOSE.'
'MEDINAL.'
'NEOTROPIN.'
'NEUTRALON.'
'NOVATOPHAN.'
'PROGYNON.'
'PROGYNON OLEOSUM.'
'SOLGANAL B. OLEOSUM.'
'SYNTHALIN B.'
'TRIKRESOL.'
'UROSELECTAN B.'
'UROTROPIN.'
'VALISAN.'
'VASANO.'
'VERAMON,' etc.

Kahlbaum Laboratory Chemicals for export only.

SCHERING

LIMITED

3 LLOYD'S AVENUE, LONDON, E.C. 3

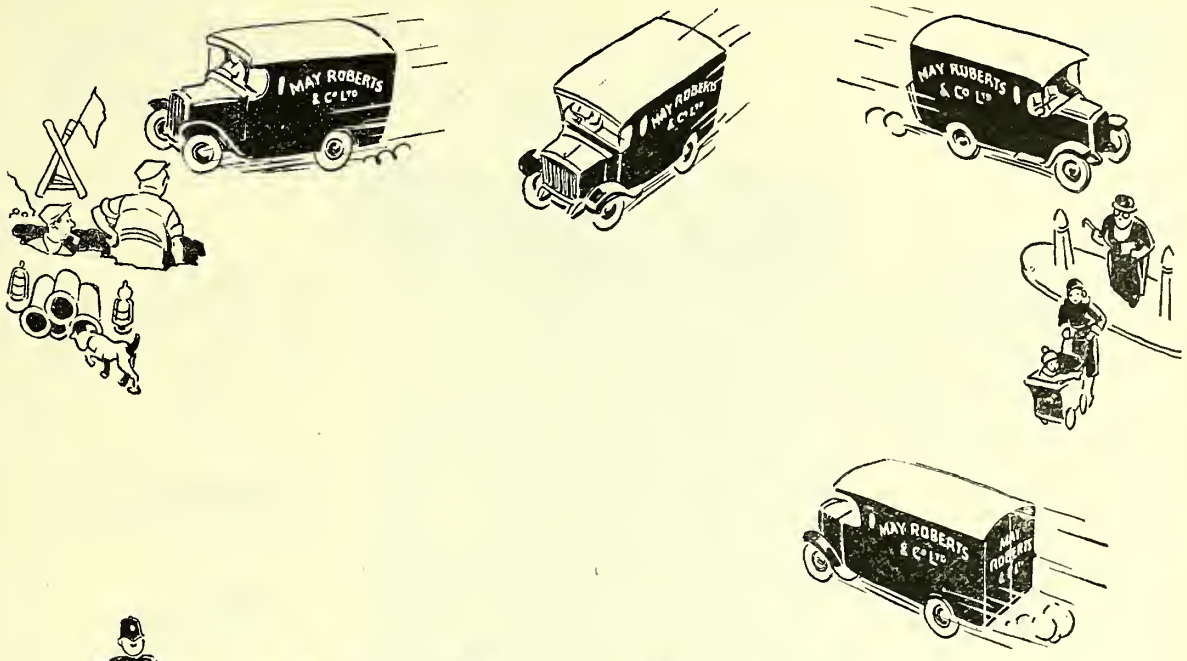
INDEX TO ADVERTISERS

Academic Depot (Elastic Stockings)... xlvii
Acton Pill & Tablet Co., Ltd. lxxxiv
Addis, R., & Son (Tooth Brushes)..... 54
Allen & Hanburys, Ltd. .....Cover
Allen, Stafford, & Sons, Ltd. (Manufacturing Chemists) 67-70
Anglo-American Pharmaceutical Co., Ltd. (Menthol Wintergreen Cream) xxxviii
Anglo - French Drug Co., Ltd. (Acecolex, &c.) xxxviii
Anzora Perfumery Co., Ltd. (Anzora Cream, &c.) 54
Armour & Co., Ltd. (Calf's Foot Jelly) 8
Armstrong Cork Co., Ltd. (Corks) ... lxv
Arnfield, J. C., & Sons, Ltd. (Raspberry Vinegar, &c.) xxxiv
Arnott, J. & Sons, Ltd. (Liquid Paraffin, &c.) 126
Aspro, Ltd. (Aspro) xxxvii
Association of Manfg. Chemists, Ltd. Col. Supp.
Ayrton-Graham, Ltd. (Shopfittings) ... lx
Ayrton, Saunders & Co., Ltd. (Wholesale Druggists) 95-98
Baird, J., & Sons (Sun Glasses, &c.)... lxxx
Baiss Bros. & Co., Ltd. (Packed Goods) 72
Bakelite, Ltd. (Bakelite Caps, &c.) ... xxix
Baker Metal Stopper Co., Ltd. (Powder Bellows, &c.) lxxi
Bandoeng Quinine Factories (Quinine and Salts) viii
Barker, R., & Sons, Ltd. (Infants Preservative) 91
Barker, R. W., & Co. (Patent Agents) .....Leader Page
Barnett, Jack L., Ltd. (Bottles) lviii
Battle, J. C. M. (Vermin Killer) lxxvi
Bayer Products, Ltd. (" Novalgin ") ... 1
Beatson, Clark & Co., Ltd. (Bottles) ... lv
Beattie, Hunter (H.B.T. Flu' Pills)..... 74
Bedford, J., & Sons, Ltd. (Manicure Files) 60
Bell, John, Hills & Lucas, Ltd. (Lotil Sunburn Cream) .....Leader Page
Benbow's Dog Mixture Co. (Dog Medicines) lxxvi
Benckiser, J. A. (Tartaric Acid, &c.)... viii
Benger's Food, Ltd. (Foods).....75 & 130
Berdoe & Fish, Ltd. (Valuers, &c.) Col. Supp.
Berton, Arthur. Ltd. (Hot-Water Bottles) 66
Betts & Co., Ltd. (Collapsible Tubes)... lxvi
Bidwell, Bidwell & Co., Ltd. (Tooth Brushes, &c.) 62
Billowzone (1929), Ltd. (Bath Salt) ... 40
Bishop, Alfred, Ltd. (Varalettes, &c.). 30, 31
Bisodol, Ltd. (Bisodol) 94
Blackie, R. (Spun Ointments) 101
Blackwell, Hayes & Co., Ltd. (Fruit Essences, &c.) 100
Blythe, W., & Co., Ltd. (Chemicals)... xii
Blyton, Astley & Co., Ltd. (Lozenges, &c.) lxxviii
Bob Martin, Ltd. (Dog Remedies) lxxv
Bourjois, A., et Cie., Ltd. (Toilet Preps.) 51
Box, W. H. (Box's Pills) 114
Brady & Martin, Ltd. (Galenicals, &c.) xlix
Brierley, John (Valuer, &c.) .....Col. Supp.
Bristow, T. F., & Co., Ltd. (Toilet Preps.) 49
British & Colonial Druggist, Ltd., The (Chemists' Exhibition) 111
British Celanese, Ltd. (Bottle Capping) lvi
British Drug Houses, Ltd., The (Eastern Foam) 34, 35
British Felsol Co., Ltd. (Asthma Remedy) .....Leader Page
British Stainless Products, Ltd. (Hospital Bowls, &c.) xlvii
Britton, Malcolm & Waymark, Ltd. (Perfix Shaving Brush) 50
Brook, Parker & Co., Ltd. (Dutch Drops) lxxviii
Brown & Son, Ltd. (Stills).....lxviii
Brown, E. (Valuer, &c.) .....Col. Supp.
Buckley-Bowker Tablet Co., Ltd. (Tablets) xxxvi
Burall Bros. (D. & P. Service) lxxviii
Burgoyne, Burbidges & Co., Ltd. (Slimming Aids) xxiii
Burrough, James, Ltd. (Alcohol) 77
Burroughs Wellcome & Co. (" Hazeline Snow ") 129
Bush, W. J., & Co., Ltd. (Essential Oils, &c.) ix
Bussell, T. C. (Bottle Caps) lvi
Butler & Crispe (Holiday Sundries)... 55
Caldicot Tin Stamping Works, Ltd. (Decorated Tins) lx
Callard & Co. (Diabetic Foods) 104
Calvert, F. C , & Co., Ltd. (Pumice Soap) 60
Carnegie Bros., Ltd. (Chemicals, &c.)... xiii
Carter Bros. (Atlas " Kattlekure," &c.) xl
Cartwright, W. B., Ltd. (Moorland Tablets) 9
Cassin, P., Ltd. (' Hygenicap ') lxxii
Castle Huskisson, Ltd. (Tablets, &c.)...xxxiv
Cataline Co. (Veterinary Medicines)...lxxvii
Caveudish Chemical Co. (New York), Ltd. (Testogan, &c.) 92
Cephos, Ltd. (Headache Remedy) 121
Cheltine Foods Co. (Diabetic Foods)... 106
Chemopharm, Ltd. (Tebetren)...Leader Page
Christy, T., & Co. (Cneumel, Cachet Machines) .....130 & lxxviii
Clark, S. F. (Valuer, &c.) .....Col. Supp.
Clayton & Jowett, Ltd. (Cologne Perfumes, &c.) 42
Coates & Cooper, Ltd. (Medicinal Products) 90
Cook, Geo. (Shopfittings) lxxviii
Cooper Laboratory, Ltd. (Tablets, &c.) xvii
Cooper, Son & Co., Ltd, (Cachets) ...xxxvi
Corn Products Co., Ltd. (Karo, &c.)... 91
Coty (England), Ltd. (Cleansing Cream) 3
Cow, P. B., & Co., Ltd. (Hot Water Bottles) xlv
Cox, A. H., & Co., Ltd. (Kurboil Tablets, &c.) .....12 & 13
Cresswell Bros. (Sponges) 61
Crookes Laboratories (Karvol Products) 78
Cussons, Sons & Co., Ltd. (Toiletries, &c.) 24, 25
Dae Health Laboratories (Veet Cream) 52
Dalmas, A. de St., & Co., Ltd. (Corn Preparations) 56
Darrasse Frères (Pepto-Fer) lxxxvi
Davenport, J. T., Ltd. (Chlorodyne) xxxix
Dearborn (1923), Ltd. (Toilet Specialities) 44
Dee Oil Co., Ltd. (Petroleum Jelly)... 102
de Gay, Jules (Liquid Paraffin, &c.) ... 118
Demuth, R. (Frozoclone, &c.) .....38 & 39
Denver Chem. Mfg. Co. (Antiphlogistine) 112
Dick, W. B., & Co., Ltd. (Liquid Paraffin) 118
Dickeson, R., & Co. (Besorbon) 94
Distillers Co., Ltd. (Yeast Tablets) ... 105
Dixor, Ltd. (Toilet Preparations) 60
Drayton Paper Works, Ltd. (Toilet Rolls, &c.) 65
Dubarry Perfumery Co., Ltd. .....Cover
Dudley & Co., Ltd. (Showcases) lx
Duncan Flockhart & Co. (Anæsthetics) ii & iii
Durham Duplex Razor Co., Ltd. (Dental Flosser) 41
Easton & Son (Toilet Preps.) xcvii
Edwards Harlene, Ltd. (Hair Toilet Preps.) 16
Ellams & Co. (Leaflets) lxxviii
Ellis, J. E., Ltd. (Daisy Headache Powders and Tablets) xli
Elmesan (London), Ltd. (Meta Solid Fuel, &c.) 90
Energen Foods, Ltd. (Energen Bread) 100
Ephazone Co. (Ephazone Tablets) Leader Page
Eucryl, Ltd. (Dentifrices) 54
Evans, Adlard & Co., Ltd. (Filter Papers) 72
Evans, Gadd & Co., Ltd. (Drugs, &c.) vi
Fairchild Bros. & Foster (" Panopepton," &c.) .....Leader Page
Fairy Dyes, Ltd. (Dyes) lix
Fassett & Johnson, Ltd. (Ti-Trol Toilet Soap, &c.) .....26 & 78 & li
Fecher, M. J., Ltd. (Poison Bottles, &c.) lv
Fink, F., & Co. (Gums) lxxviii
Fletcher, Fletcher & Co. (Spirit Stock Book) 94
Ford, Shapland & Co., Ltd. (" Sol-vo " Toilet Paper) xlvi
Freudenthcil, Smith & Co. (C.L.O.) ... 91
Galen Products Co., Ltd. (Glycerine Pastilles, &c.) xliii
Gambles, J. C., & Co., Ltd. (Cutex Nail Pencil) 53
Gardner, W., & Sons (Glos.), Ltd. (Machinery) xxxi
Garfield Tea Co. 92
Gelty Distributing Co. (W.5 Tablets) lxxxiv
Genatosan, Ltd. (Genasprin, &c.) 89
George, Ernest J. (Valuer, &c.) Col. Supp.
Glaxo Laboratories 17-20
Goodall, Backhouse & Co. (Drugs, &c.) 116
Greeff, R. W., & Co., Ltd. (Chemicals) 14-15
Griffin & Tatlock, Ltd. (Pharmaceutical Machinery) lxx
Grout & Co., Ltd. (Vic Wrist Bandage) xlvi
Guest, T., & Co., Ltd. (Sulphur and Lime Juice Lozenges) 76
Hack, Edward (Anti-Thrax Tooth Brush) lxxviii
Hackett, S. E. (Film Overstocks) Col. Supp.
Hall, Forster & Co., Ltd. (Vaporisers) xlviii
Haller Laboratories, Ltd. (Danysz Virus) xcii
Hampden Residential Club .....Col. Supp.
Hampshire, F. W., & Co., Ltd. (Snowfire Cream) 44
Hampson, Fredk. (British Bottles) ...xxviii
Hanson, W., & Sons, Ltd. (Bottles) ... liv
Harkness, Beaumont & Co., Ltd. (Vitamin Malt) 87
Harley, T., Ltd. (Rodine) lxxix
Harris, Hart & Co., Ltd. (Glauber Salts, &c.) lxiv
Harrison, A., & Sons, Ltd. (Printing) lxxii
Harrison, W., & Co , Ltd. (Lanoline, &c.) 124
Harvey & Co. (Dublin), Ltd. (Veterinary) lxxvi
Haywood, J. H., Ltd. (Surgical Appliances) xlvi
Heward, R. H., Co. (Elastic Hosiery) xliv
Hewlett, J. C., & Son, Ltd. (Antiseptic Cream, &c.) 112
Hill, Thos., Engineering Co. (Hull), Ltd. (Bottle Washing Machinery) ... lviii
Hobson, J., & Son, Ltd. (Black Beer) lxxviii
Hobson, Trimble & Co., Ltd. (Feet Plaisters, &c.) xlv
Holroyd's Oil & Cercsine Co., Ltd. ... 94
Hopkin & Williams, Ltd. (Chemicals) ... iv
Houbigant Dry Rouge 57
Hough Hoseason & Co., Ltd. (Tinctures, &c.) 113
Howarths (Cockroach Exterminator) lxxxvi
Hubbuck, T., & Son, Ltd. (Oxide of Zinc) x
Hunter, R. F., Ltd. (" Hunter Celwyn " Film) lxxxii
Ibberson, G., & Co. (Razor Blades) ... 59
Iglodine Co., Ltd. (Iglodine) xl
Ilford, Ltd. (Selo & Selochrome Films) lxxxi
Impex Co., The (Toilet Preps.) xc
Ingram, J. G., & Sons, Ltd. (Hot Water Bottles) lix
International Bottle Co., Ltd. (Bottles) 28
Jackson, Ernest, & Co., Ltd. (Glossettes) xxxvi
Jeffreys, Miller & Co., Ltd. (Malt Extract) 32, 33
Johns, Son & Watts, Ltd. (Cartons and Boxes) lx
Johnson & Sons Manufacturing Chemists, Ltd. (Chemicals) xix
Jones & Co. (Methylators), Ltd. (Methylated Spirit) 118
Jones, Samuel, & Co., Ltd. (Sealing Tape, &c.) lxxxviii
Josephs, Philip, & Sons, Ltd. (Shopfittings) .....xxx & Col. Supp.
Kay Bros., Ltd. (Fly Catchers) lxxvi
Kaydor, Ltd. (Morfi Rubber Products) xlviii
Kent, G. B., & Sons, Ltd. (Brushes) 47

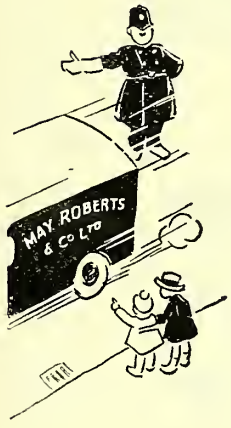
[*Continued overleaf.*

INDEX—cont.

King, G., & Co., Ltd. (Foods) xxv
Kof-Oh Co., Ltd. (Cough Cure, &c.) ... 72
Lamb & Watt, Ltd. (Wines) 106
Lambert Pharmacal Co. (Listerine Products) 74
Langheck & Co. (Transparent Containers) lxv
Lauder, L. T. (Bottle Filling Machines) xcii
Lawrence, G. H., Ltd. (Razor Blades) 62
Lax & Shaw, Ltd. (Bottles) 36
Lee, R. (Manicure Requisites) 47
Leigh, R. & H., & Sons (Carboy Hampers) lxviii
Lennon, Ltd. (South African Agencies) vi
Levermore, A., & Co., Ltd. (Precipitated Chalk) 94
Lewis & Melchior, Ltd. (Okasa) lxxxv
Lewis, H. K., & Co., Ltd. (Books) ... lxxx
Lightbown, J. W., & Sons, Ltd. (Grips Pastilles) 76
Lincoln and Midland Counties Drug Co., Ltd. (Clarke's Blood Mixture) xxxix
Liverpool School of Pharmacy lxxxvii
Lofthouse & Saltmer, Ltd. (Losalls Salt) 88
London Capsule Co. (" Adaptocaps ") lxvi
London College of Pharmacy lxxx
London Rubber Co. (Durex) lxviii
Lundy, Wilson & Co. (Lalkala) lxxxvi
Macandrews & Forbes, Ltd. (Apollo Liquorice) xii
Macfarlan, J. F., & Co. (Morphine, &c.) v
Macleans, Ltd. (Pine Tar Shampoos, &c.) 63
Manchester Tutorial College lxxxii
Mandall & Co. (Licoricine) xxviii
Marie Antoinette Co., Ltd. (Morgan's Pomade) 44
Martin, Bob, Ltd. (Dog Preparations) lxxv
Martindale, W. (Peptone ' Sterules,' &c.) xviii
Mather, William, Ltd. (Porous Plasters) lxi
Matthews, D., & Son (Shopfittings) ...lxxviii
Matthews Laboratories, Ltd. (Nostroline) .....Leader Page
Matthews, S., & Co., Ltd. (Curicones, &c.) lxxxv
Maund, F., & Berg, E., Ltd. (Showcases) .....lxx & Col. Supp.
Maw, S., Son & Sons, Ltd. (Surgical Dressings) 11
Mawdsley, D., & Co. (" Domco " Surgical Dressings) xl
Mawson Filter Co. (Filters) xxvi
Maxwell, Plaistowe & Co., Ltd. (Sandalwood Oil) xii
May & Baker, Ltd. (Bismuth Carbonate, &c.) .....107-110, lxxiii-lxxiv
May, Roberts & Co., Ltd. (Sundries Service) 7
Meggeson & Co., Ltd. (Grape Fruit and Glucose, &c.) 22, 23
Menley & James, Ltd. (Compressed Tablets) xxxiv
Metropolitan-Vickers Electrical Co., Ltd. (Cosmos Lamps)..... xc
Midgley & Parkinson, Ltd. (Yeast Preps) lxxviii
Millar, A., & Co., Ltd. (Orange Wine) 99
Mills, J. M., Ltd. (Methylated Spirit) 126
Miss Muffet Toilet Paper Co. xliv
Mitchell, N. W., & Snow, Ltd. (Corks) lviii
Molson Ionized Iodine Co., Ltd..... xc
Monsanto Chemical Works, Ltd. (Aspirgran) 119
Mosans Quinine Pessaries xlviii
Mundet Cork Products, Ltd. (Corks and Stoppers, &c.) lvi
Munns Bros., Ltd. (D. & P. Service)...lxxviii
Myers, E. J. (Shopfittings)...lx & Col. Supp.
Mysore, Trade Commissioner for, in London (Sandalwood Oil) 58
N N Co., Ltd. (Nonn) lxxxvi
Napp, H. R., Ltd. (" Normacol ")..... 122
National Cash Register Co., Ltd., The lxvi
National Drug Industries, Ltd. i
Neill, J., & Co. (Sheffield), Ltd. (" Eclipse " Razor) 62
Nestlé & Anglo-Swiss Condensed Milk Co. (Lactogen) 106
New Era Treatment Co., Ltd. (Elasto) lxxxiii
Newball & Mason, Ltd. (Extract of Herbs) xlii
Newbery, F., & Sons, Ltd. (Packed Goods) 126
Newcastle-on-Tyne Zinc Oxide Co., Ltd. xiv
Nobby's Products, Ltd. (Extract for Brewing) xxiv
Norwegian Cod Liver Oil xcv
Ocean Blades (Gt. Britain), Ltd..... 59
Old Strand Chemical & Drug Co., Ltd., The vii
Olley, C., & Sons, Ltd. (Corks) liv
Oralite Co., Ltd. (Denture Soap) 48
Orridge & Co. (Valuers, &c.) lxxxix & Col. Supp.
Osborne, Garrett & Co., Ltd. (Decker's Bay Rum) 125
Owen, W., & Son (Glucozade) 99
Paines & Byrne, Ltd. (Glandular Products) 93
Pam Manufacturing Co., Ltd. (Sanitary Pad) 124
Papier Poudré, Ltd. (Papier Poudré)... 47
Park, Buckeridge & Co. (Dartring Lanoline, &c.) xc
Parkinsons, Ltd. (' Vitagrains,' &c.)... 120
Patent Phosphates & Merchandise, Ltd. xiv
Pendred & Heim (Bottles) 21
Perken, Son & Co., Ltd. (Clinical Thermometers) xlvii
Perry & Hope, Ltd. (Phosphate of Soda) lxxviii
Perry's Powders, Ltd. (Children's Powders) 94
Photo Trading Co., Ltd. (Standard Films) lxxxvii
Pindar, J. W., & Co. (Machinery) lxviii
Pontampon Co. (Tampons) lxxxvi
Poth, Hille & Co., Ltd. (Beeswax) ... 124
Potter & Clarke, Ltd. (Wholesale Druggists) 79-86
Poulten, Selfe & Lee, Ltd. (Glassware) xcii
Prescott, A. (Cacao Butter, &c.) xiv
Prescriber, The lxxxii
Prideaux's, Ltd. (English Dried Milk) 88
Proprietary Agencies, Ltd. (Milk of Magnesia, &c.) 130
Proprietary Articles Trade Association lxxxiv
Prunol Products, Ltd. (Prunol Pastilles) 114
Pure Russian Liquid Paraffin Co., Ltd. 123
Ransom, W., & Son, Ltd. (Solid Extracts, &c.) 103
Rembrandt Photogravure xxxii
Rendell, W. J., Ltd. (Quinine Pessaries) 1
Richter Gedeon (Gt. Britain), Ltd. (Organotherapeutical Products) 115
Roberts & Co. (Robuval, &c.) 92
Roberts & Sheppey, Ltd. (MelRose) xxxvi
Roberts' Patent Filling Machine Co.... lxix
Roger & Gallet (London), Ltd. (Eau de Cologne) 37
Ronaldson, J., & Co. (Senna) xv
Rosalex, Ltd. (Hand Cleanser) xc
Rose, J. L., Ltd. (Pyrogallic Acid, &c.) x
Rosmarine Manfg. Co. (Petal Dust) ... 42
Roura & Forgas (Quicksilver) viii
Rowland, A., & Sons, Ltd. (Macassar Oil) lxxxiii
Rowlandson, W., & Co. (Machinery) ... lxx
Rudduck & Co. (Shopfittings) Col. Supp.
Rutherford, J., & Co., Ltd. (Locarno Toilet Roll) liii
Saalfeld, A., & Co. (Perfumes) 42
Sangers, Ltd. (Service) 2
Sasso, P., & Figli (Olive Oil) 128
Savanil (Chemicals) 90
Saville Perfumery, Ltd. (June Beauty Powder) 43
Savory & Moore, Ltd. (Sunburn Preparations) 117
Schering, Ltd. (Chemicals, &c.) 4
Scholl Manfg. Co., Ltd. (Foot Specialities) xciii
Schintze, F., & Co., Ltd. (Surgical Appliances, &c.) xlv
Scruton, O., & Co. (Nurse Harvey's Mixture) 74
Scurr, C. A. (Ontical Tuition) lxxxii
Shadeine Co. (Hair Dyes) lxxviii
Sherley, A. F., & Co., Ltd. (Veterinary Preparations) lxxix
Sier, Voss & Tomes (Transparit) Leader Page
Silks Toilet Co. (Preemo Spray)..... 52
Sim, Ltd. (Ampoule Files) xxxviii
Simpkin, A. L., & Co., Ltd. (Dextrose Confections) 104
Sinclair, J., & Son (Printing) 45-46
Smith, Martin, H., Co. (Ergoapiol) ...xxxviii
Smith, T. & H., Ltd. (Alkaloids)..... iv
Smith, T. J., & Nephew, Ltd. (" Paragon " Brand Bandages, &c.) Cover
Socictiet voor Chemische Industrie..... vi
Soho, Ltd. (Cameras) lxxxvii
Solazzi (Liquorice) xciv
Solport Bros., Ltd. (Puffs, &c.) 27
South of England College of Pharmacy lxxxii
Southall Bros. & Barclay, Ltd. (Sanitary Towels) xlvi
Sozol (1924), Ltd. (Egg Preservative) 104
Speer, W. R., & Son (Toothbrushes)... 48
Spicer, E. H., & Co., Ltd. (Emulsion Lactobacillus Acidophilus) 92
Stapleton & Son (Archanium) 74
Stemco, Ltd. (Flit).....lxxvii
Sterns, Ltd. (Oils, Petroleum) 124
Stevenson, H. E., & Co., Ltd. (Vitamin Malt) 99
Sturge, J. & E., Ltd. (Citric Acid)..... xxxv
Sudex Co., Ltd. (Senna Pods) xxxvi
Sunsweets, Ltd. (Coufectionery) 99
Surgical & Chemical Co (Hypodermic Syringes) xliv
Surgical Hosiery Co., Ltd. xcviii
Suter, A. F., & Co., Ltd. (Gums)..... iv
Swain, J., & Sons, Ltd. (Blockmakers) xciv
T. P. Co. (Toilet Paper) lxx
Taylor, Edward, Ltd. (Flexoplast Bandages, &c.) 71
Tenz Manfg. Co. (Deodorant Tablets) xc
Thomas & Linton, Ltd. (Iodine Pens, &c.) lxxviii
Thompson & Capper Wholesale, Ltd. (Stokes Machinery) 127
Thompson, John (W. D., 1921), Ltd. (Toilet Specialities) xxii
Thornton & Ross, Ltd. (Toilet Preps.) 29
Thurley, G. E., & Son (Liquid Paraffin) 90
Tilbury, W. R., & Son (Toothbrushes) 47
Tolkien, C., & Co., Ltd. (Malt Extract) xlii
Tomlinson, T., & Son (Valuers, &c.) Col. Supp.
Toogood, Wm., Ltd. (Bottle Filling Apparatus) lxviii
Tower Pill & Tablet Co., Ltd.....xxxvi
Town Talk Polish Co. (Liquid Silver Polish) 64
Trade and Technical Press Council ... xcvi
Tucker, A. Q., & Co., Ltd. (Asthma Remedy) lxxxv
Tyrer, T., & Co., Ltd. (Chemicals) xi
United Chemists' Association, Ltd. (Health Salt) xxvii
United Glass Bottle Manufacturers, Ltd. (Medical Bottles, &c.) .....lxiii-xci
Vareen, Ltd. (Liquid Nail Polish) 40
Veno Drug Co., Ltd. (Veno Products) lxii
Viggormalt, Ltd. (Malt Extract and Hops) 88
Viscose Development Co., Ltd. (Bottle Capping) lvii
Wafer Razor Co., Ltd. (Razor Blades) 59
Wagner, R. V. (Bottle Caps) lviii
Waide, Thos., & Sons, Ltd. (Printers) 10
Walden, Walden & Co. (Nufix Hair Cream) 59
Walton, T. H., & Co., Ltd. (Compressed Tablets) lxxxviii
Wander, A., Ltd. (Ovaltine, &c.) lii
Ward, T., & Sons, Ltd. (Wardonia Razor) 48
Washington Chemical Co., Ltd. (Cream of Magnesia) x
Webster, T., & Co., Ltd. (Stoppers)... lvi
Westminster College of Pharmacy ...lxxxii
Whiffen & Sons, Ltd. (Bromides, &c.) xxi
Whitaker & Co. (Kendal), Ltd. (Home Dyes, &c.) lxxi
White, A., & Sons (Chemicals) iv
White, J. F., & Co. (Kompo) xl
White, R. F., & Co., Ltd. (Brilliantine, &c.) 48
White, Tomkins & Courage, Ltd. (Lemon Oil, &c.) 40
Wilkinson, James F. (Printing) lxx
Wilkinson, S. W., & Co. (Ointment Mills) lxvii
Willows, Francis, Butler & Thompson, Ltd. (Galenicals) xxxiii
Wilson Rubber Glove Co. xlviii
Wood Bros. Glass Co., Ltd. (Eyebaths) liv
Woodrow, H. T., & Co., Ltd. (Poisons Registers) lxxviii
Woolley, J., Sons & Co., Ltd. (Manufacturing Chemists) xx
Wright, Layman & Umney, Ltd. .....Cover
Youldon, F. (Bottles) xcii
Zeal, G. H., Ltd. (Clinical Thermometers) 73
Zimmermann, A. & M. (Chemicals) ... vi
Zimmermann, C., & Co. (Chem.), Ltd. (Chemicals, &c.) xvi

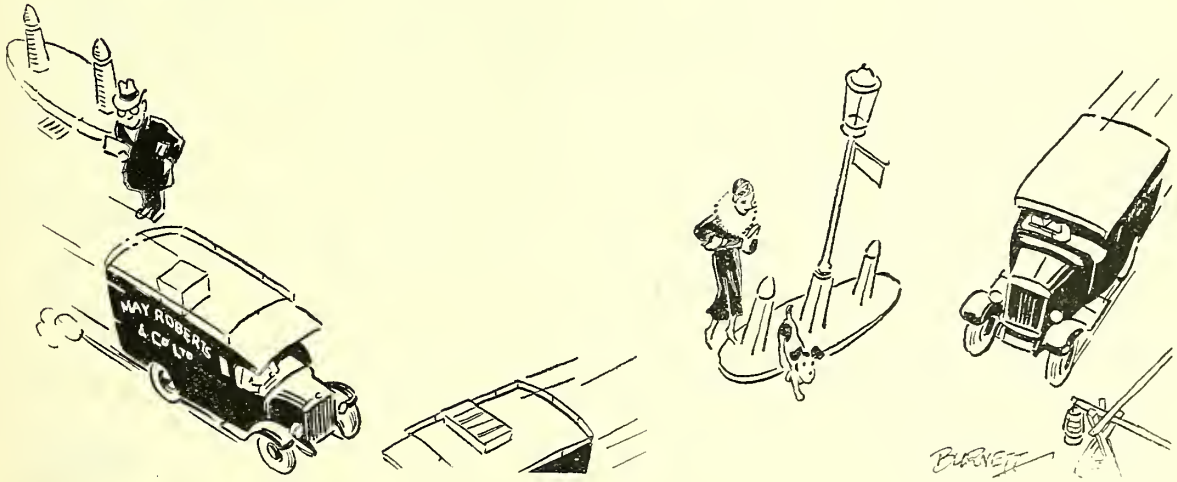


A Few Moving Illustrations of MAY, ROBERTS' MOTOR FLEET





Service—at its Maximum



GLANOID

8D.

PROFIT

ON

AN

OUTLAY

OF

10D.

OR

80%



SOLD

BY

CHEMISTS

ONLY

MADE

IN

OUR

LONDON

LABORATORIES

Retail Price 1/6 per Jar. Chemists' Price 10/- per doz.

LABORATORY DEPARTMENT

ARMOUR AND COMPANY

LIMITED

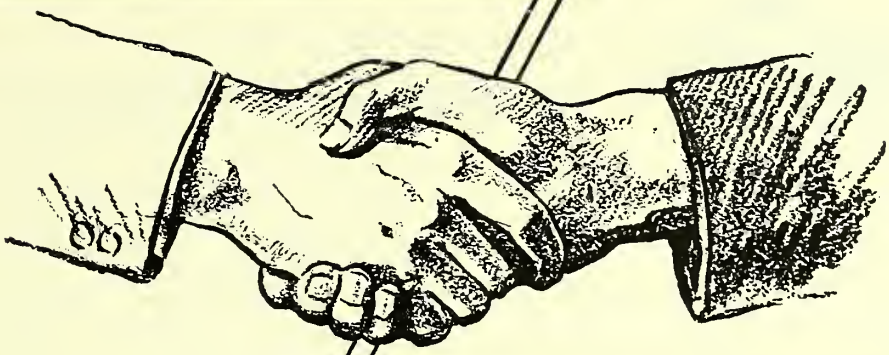
ARMOUR HOUSE, St. MARTIN'S-LE-GRAND,

LONDON, E.C.1.

Telegrams: "ARMOSATA-CENT," LONDON

Telephone: NATIONAL 2424

"MAKE NEW FRIENDS



BUT KEEP THE OLD"

(Old Song)

Could any quotation more apt be applied to Moorlands?

Moorland Brand Indigestion Tablets have had an uninterrupted success over 18 years and still our sales for April and May this year were in excess of our sales for the corresponding period last year.

How were your sales?

If they are not up, they should be. Display Moorlands and keep your customers—neglect to display them . . . and your customers will conclude you have ceased to stock them and they will go elsewhere.

MOORLAND

BRAND INDIGESTION TABLETS

The Public will have Moorlands

W.B.CARTWRIGHT. LTD. M RAWDON. LEEDS.



"Did you hear what happened to Mrs. Brown?"

You know as well as I do that the man and the woman in the street have a certain amount of money to spend. You want some of this money. So do the makers of motor cars, boots and shoes, clothing and wireless sets. Heaps and heaps of people all wanting the same money that you are after. And when you try to win some of this money, think, and think hard about what I have often said, that Markets are *People*, and these people like to hear about people, too. Wars and peace conferences and balanced budgets are most intricate and complicated things. The average man and woman simply cannot comprehend their significance. They don't even want to. We know these everyday people may lack culture and polish. They may not be overburdened with grey matter, but you can't get away from the fact that they are very shrewd indeed when it comes to being sold. You may tell them a lot of wonderful things about your product, but their reaction is swift. It seldom varies. With admirable selfishness, they reduce all the larger problems of the universe to terms affecting themselves. All they ask is, "What will it do for ME?" Yes, the simple, human and really sincere selling message is the one that wins the money you are after. People are the most interesting things to talk about. People always like to talk about people. In offices and workshops, in our homes and out in the street, the conversation is mainly about people. And over the garden fence comes the message, "did you hear what happened to Mrs. Brown?" Therefore, in all your advertising, Gentlemen, remember that markets are just people, and that a good selling message needs no frills and beautiful nonsense. The simple message is direct, informative and convincing. Don't you agree?



H. L. Gaunt
Service Dept.

WAIDE OF LEEDS

Thomas Waide & Sons, Ltd., of Kirkstall Road, Leeds, are the people who produce the kind of Printing which makes the reader friendly disposed towards you and particularly interested in what you have to sell

Appearances Count

The presentation of a line is undoubtedly a most important factor and one that undeniably influences sales.

But sales of a high class line can only be successfully maintained if its appearance is a genuine indication of its quality.

In Maw's Yellow Pack Dressings you have the perfect combination — unquestionable quality and attractive, dignified appearance.

The Yellow Pack of Maw's Dressings is undoubtedly the most outstanding of all Dressings Packs. It is essentially pharmaceutical in character, uniform in design and clean looking, yet striking enough to attract attention wherever it is shewn.

Whether Maw's Dressings are supplied in wrappers or cartons, the suggestion of purity and high quality is apparent throughout.

We are proud of our Dressings—proud of their quality and presentation. The justification of our pride is your safeguard.

HERE ARE TEN POINTS FOR THE BUYER CONCERNING MAW'S SURGICAL DRESSINGS

- Manufactured in Maw's own factory
- Guaranteed qualities
- Complete range of articles
- Reasonable prices
- Bonus terms
- Selling aids
- Adequate stocks
- Prompt deliveries
- Attractive and efficient pack
- World-wide reputation

Write or ask our representative for particulars and prices of Maw's Yellow Pack Dressings

S. Maw, Son & Sons, Ltd.,
Aldersgate Street,
London, E.C.1.

TRADE MARK

Smart Packs for your counters

LANOLINE CREAM



A particularly useful complexion cream and skin food, at this time of the year. Protects the skin from the rays of the sun and is soothing and emollient.

Excellent for sunbathers.

Non-greasy and delicately perfumed.

This preparation can be obtained as your own proprietary when three dozen or more are ordered.

2 oz. 6/- per dozen
4 oz. 10/- ,, ,,

⊙

ROYAL TOILET SERIES

The smartest and most profitable Series in the Trade.
2 oz. 6/- per dozen
4 oz. 7/6 per dozen
6 dozen @ 7/-
8 oz. 12/- per dozen

Modern attractive bottles with embossed gold labels and bakelite caps.



Bay Rum Bay Rum and Cantharides
Brilliantine (also odourless) Complexion
Milk Dandruff Cure Hair Fixing Cream
Hair Tonic Honey & Flowers Liquid
Face Powder Shampoo Foam Setting
Lotion Toilet Paraffin Violet Oil

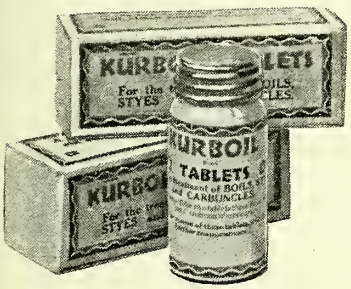
⊙

THE ATTRACTIVENESS OF YOUR PACK IS A DIRECT INDICATION OF THE QUALITY OF ITS CONTENTS

Arthur H. Cox & Co. Ltd.

Lines of Merit and Profit

KURBOIL TABLETS brand



Practical trials prove that Kurboil Tablets definitely relieve skin eruptions and prevent their re-occurence. This simple treatment consists of a compound Tin Tablet which promotes a healthy condition of the skin and reduces eruptions of long standing.

Tubes of 50 cartoned.

Retail **1/3**

7/6 per dozen.

CHELSEA PENSIONERS

This well known formula is now obtainable in compressed tablet form. The carton is printed in black and red, showcard as illustrated to match.

2 oz. retail **7½d.**

Cartons **4/3** per dozen.

6 dozen at **4/-**

A splendid rheumatic remedy for every pharmacy. (Name and address imprinted.)



Full Show Material

STOMACH TABLETS

Based on the Maclean Powder Formula



This popular tablet has been packed in a novel carton which "tells the story" in a direct and simple manner. A photograph is imprinted on the back of the carton, as illustrated. In this manner extremely striking window shows can be made.

2 oz. retail **7½d.**
Cartons **4/3** dozen.

MACLEAN STOMACH POWDER
Small oval Jars **7/6** dozen.
Large oval Jars **12/-** dozen.
Aluminium screw caps.
Ask for details of our Bonus Offer.

GRAPE FRUITOIDS

A refreshing medicinal sweetmeat; quenches the thirst, cools the blood.

A remarkably quick selling line.

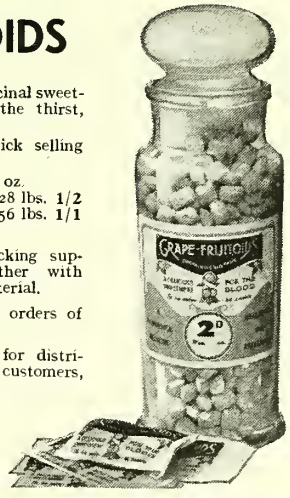
Retail **2d.** oz.

7 lbs. **1/4**	28 lbs. **1/2**
14 lbs. **1/3**	56 lbs. **1/1**
112 lbs. **1/-**	

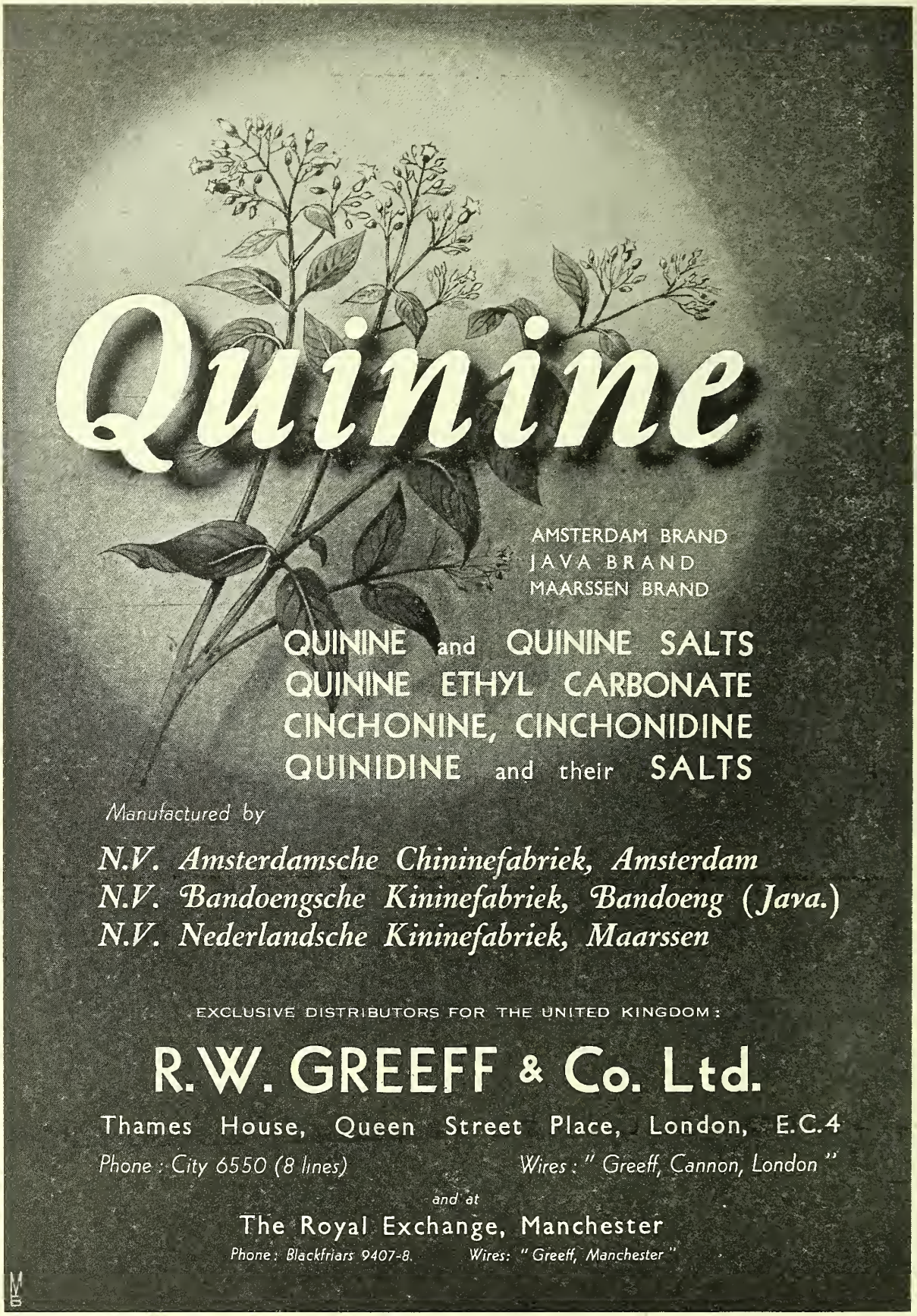
Envelopes for packing supplied free together with Window Show material.

Display Jar with orders of 14 lbs. and over.

50 free samples for distribution to your customers, per 7 lbs.



MANUFACTURING CHEMISTS **Brighton**


Quinine
AMSTERDAM BRAND
JAVA BRAND
MAARSSEN BRAND
QUININE and QUININE SALTS
QUININE ETHYL CARBONATE
CINCHONINE, CINCHONIDINE
QUINIDINE and their SALTS
Manufactured by
N.V. Amsterdamsche Chininefabriek, Amsterdam
N.V. Bandoengsche Kininefabriek, Bandoeng (Java.)
N.V. Nederlandsche Kininefabriek, Maarssen
EXCLUSIVE DISTRIBUTORS FOR THE UNITED KINGDOM:
R.W. GREEFF & Co. Ltd.
Thames House, Queen Street Place, London, E.C.4
Phone: City 6550 (8 lines)
Wires: " Greeff, Cannon, London "
and at
The Royal Exchange, Manchester
Phone: Blackfriars 9407-8.
Wires: " Greeff, Manchester "

'Rhodia'

BRAND

Société des Usines Chimiques Rhône-Poulenc
PARIS

PHARMACEUTICAL PRODUCTS

Adrenaline
Acid Salicylic (Powder & Crystal)
Amidopyrazoline (Amidopyrin)
Glycerophosphates
Guaiacol Carbonate
Guaiacol Crystals
Guaiacol Liquid
Lithium Carbonate and other Salts
Methyl Salicylate
Phenacetin (Powder & Crystal)
Piperazine and Salts
Pyrazoline (Phenazone)
Pyrazoline Salicylate (Phenazone Salicylate)
Resorcin
Rhodine (Acid Acetyl-salicyl Powder, Crystal & Heavy Crystal)
Salol
Sodium Salicylate (Powder, Flake & Needles)
Urethane
Potassium Permanganate, etc.

PHOTOGRAPHIC PRODUCTS

Hydroquinone
Paramidophenol Hydrochlor.
Rhodol (Metol 100 per cent.)
Sodium Hyposulphite (Prismatic Crystal)
Sodium Sulphite (Anhydrous)

TECHNICAL PRODUCTS

Cellulose Acetate and Plastic Materials
Resorcin
Pyrazolone Derivatives
Sodium Sulphite (Anhydrous)
Acetic Anhydride)
Dimethysulphate
O. Nitroanisol and O. Anisidine, etc.

VANILLIN
and SUPER VANILLIN

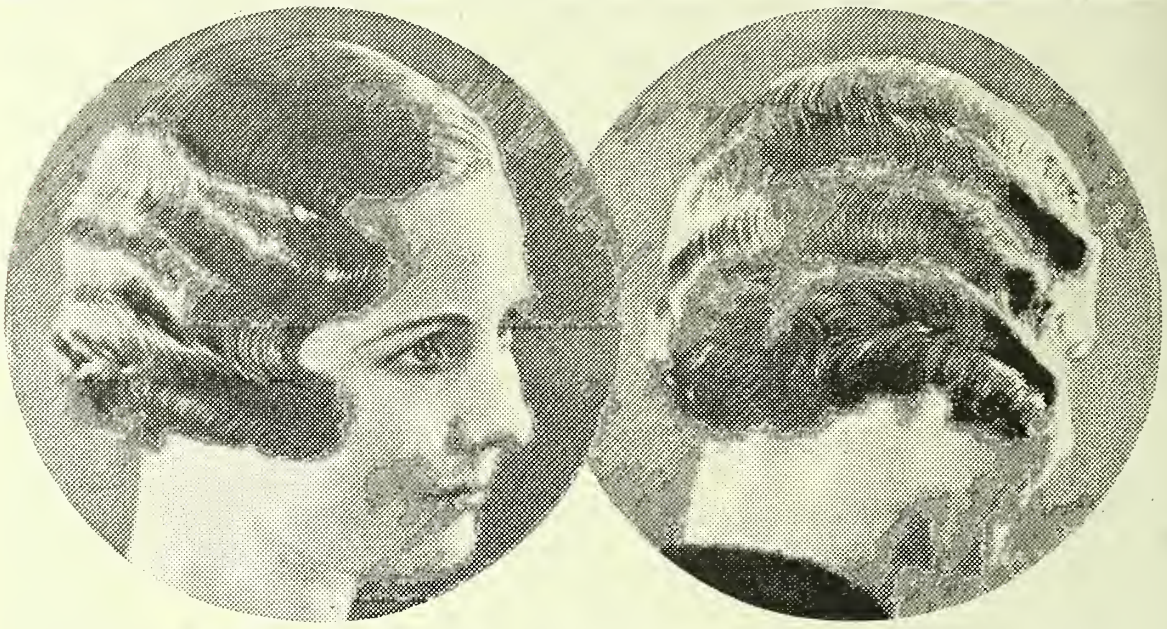
ENQUIRIES SOLICITED FOR SPOT OR FORWARD DELIVERY

R.W. Greeff & Co. Ltd.

THAMES HOUSE, QUEEN STREET PLACE, LONDON, E.C.4
Phone : City 6550 (8 lines) *Wires : "Greeff, Cannon, London."*

and at 536-7 ROYAL EXCHANGE BUILDINGS, MANCHESTER
Phone : Blackfriars 9407-8 *Wires : "Greeff, Manchester."*

Right in The Forefront of Popular Favour



"HARLENE" HAIR TOILET PREPARATIONS

"Harlene" Hair Toilet Preparations enjoy an unrivalled popularity. Their 40 years' reputation, plus a regular and extensive Advertising Campaign which is always in operation in the National and Periodical Press, make them real Best Sellers the country over. "Harlene" is not a "seasonal" trade — it enjoys a regular all-the-year-round demand. Display this popular range of Hair Toilet Preparations and meet the demand in your district for "Harlene" Products.

NEW

Popular 7½d. Size

"HARLENE" WAVE-SETTING LOTION
(In addition to the Standard 1/3 Size)

Popular 1/9 Size

"ASTOL" HAIR COLOUR RESTORER
(In addition to the Standard 3/- & 5/- Sizes)

SOLIDIFIED "UZON" Brilliantine
AT 1/3 PER TIN
(In addition to the familiar LIQUID form at 1/1½ & 2/9)

Real Best Sellers

"HARLENE"
HAIR GROWER & TONIC

"CREMEX"
SHAMPOO POWDERS

"UZON" Brilliantine

"HARLENE" Wave-Setting Lotion

"HARLENE" Camomile Golden Hair Wash

"ASTOL" HAIR COLOUR RESTORER

EDWARDS HARLENE LTD.

20/26 LAMB'S CONDUIT STREET, LONDON, W.C.1

PRODUCTS of the GLAXO LABORATORIES



Irradiating ergosterol for the preparation of vitamin D in the Glaxo Research Laboratory.

SELLING DISPLAYS

GLUCOSE-D

Energy knows no seasons. Some of your customers are more *energetic* in the summer, others more *energetic* in the winter — but they are using energy all the year round. That is why Glucose-D is an all-the-year round line. "Now Regain Energy" insists the dominant Glucose-D showcard. When? *Now* — now, in winter, or summer, in spring or autumn. If you display Glucose-D all the year round that "now" becomes all-the-year round. And profits follow suit.

1 lb. tins - - 1/9
7 lb. family tins - 10/6



Other products of the Glaxo Laboratories which create a steady, all-the-year round demand include Glaxo Baby Soap, Glaxo Baby Cream, Glaxo Baby Powder, Glaxo Feeders, Farex Cereal Food, Glax-ovo and, of course, Sunshine Glaxo itself.

FOR ALL THE YEAR



ADEXOLIN EMULSION

When is cod-liver oil emulsion pleasant? Nine out of ten customers, and their children, will answer "Never." But when is cod-liver oil emulsion prescribed? Throughout the year! There is always a demand for cod-liver oil emulsion—and always a dislike for it. So that the recent introduction of Adexolin Emulsion—which contains vitamins A and D equal to its own volume of high-grade cod-liver oil, together with 7½ grains of calcium lactate in each fl. oz.—opens up new business for your pharmacy. The medicinal virtue of cod-liver oil—with a valuable tonic addition—in an emulsion—*without oily taste!* And the price is as reasonable as the profit is good.

4 oz. bottles - 1/6
8 oz. bottles - 2/6

The Glaxo Laborat
GL diamond device s
for a pure, biolog
potent and accura
standardised prepara
Every product of
Glaxo Laboratori
subjected to rigo
scientific and tech
control throughout
stage of its manufac

Adexolin

The Adexolin high concentrates of vitamins A and D are to-day being prescribed regularly by an increasing number of practitioners in ante-natal and post-natal work. One Adexolin Capsule a day for 100 days before confinement. 2 drops of Adexolin Liquid in every bottle feed. This use of Adexolin was originated and is being fostered by the big hospitals and ante-natal centres and is destined to become a source of steady all-the-year-round business for pharmacists who co-operate with the local practitioners. It will supplement the big trade already ensured for Adexolin in the prevention, treatment and after-treatment of colds, 'flu and similar infections.

Each 3 m. Adexolin Capsule is equivalent in vitamins A and D to 10 grams of high-grade cod-liver oil. Boxes of 25, 2/9d. 100, 8/6d. Tins of 500, 30/6d.

Each cc. of Adexolin Liquid is equivalent in vitamins A and D to 20 cc. of high-grade cod-liver oil. 8 cc. phials 2/6d. 2 oz. bottles 10/-. 4 oz. bottles 16/8d. 8 oz. bottles 27/9d.





Ostelin

The use of Ostelin vitamin D Liquid in prescriptions—particularly those containing calcium and phosphorus—is becoming a regular practice among practitioners. Accordingly 4-oz. and 8-oz. sizes have now been made available to the retail trade and many pharmacists are already experiencing a valuable increase in doctors' business with these larger sizes. Ostelin vitamin D is also available in a tablet form, convenient for older children and adults, and in the form of a pleasant emulsion.

OSTELIN LIQUID

Each cc. is equivalent in vitamin D to 50 times its own volume of high-grade cod-liver oil.
8 cc. phials - 2/6d.
2-oz. bottles - 10/-.
4-oz. - - 16/8d.
8-oz. - - 27/9d.

OSTELIN TABLETS

Each equivalent in vitamin D to 1½ drams of high-grade cod-liver oil, together with 2 grains of soluble calcium glycerophosphate.
Bottles of 45, 2/6d.
,, 250, 12/6d.

OSTELIN EMULSION

Equivalent in vitamin D to its own volume of high-grade cod-liver oil and containing calcium glycerophosphate. Exceptionally pleasant.
8-oz. bottles 2/6d.





PENDRED & HEIM



We specialise in Distinctive Bottles of all Shapes for Toilet Preparations and Perfumes.

PENDRED & HEIM, 40 TRINITY SQUARE, LONDON, E.C.3

'Phone : Royal 3659 & 4042. 'Grams : "Heimaniac, Fen, London."

MEGGESON'S PRODUCTS



MEGGESON'S GRAPE FRUIT & GLUCOSE DROPS

6d., 10½d., 1/9

Bulk Quotations on request.

MEGGESON'S GLUCOSE LEMONADE THIRST QUENCHER

The New Summer Drink

Retail 1/-

MEGGESON'S BARLEY SUGAR 25% or 85% GLUCOSE

LEMON FLAVOUR

6, 12, & 16 oz. BOTTLES or in Bulk.

also in Lime, Raspberry, Peppermint, Iodised, or Malted Flavours.

MEGGESON'S BARLEY SUGAR DROPS 25% or 85% GLUCOSE

Write or 'Phone for Quotations

MEGGESON & CO. LTD.

ESTABLISHED OVER 130 YEARS
EXPERIENCE DOES COUNT

RENOWNED FOR QUALITY



VISTIC
Dental Plate Fixing Powder
Hygienic, Antiseptic.
1/-, 1/9 & 3/6



MEGGESON'S PASTILLES
Compound Glycerine & Thymol,
Glycerine & Black Currant, &c.
In 2 oz. & 4 oz. Tins, and in Bulk.



MEGGESON'S SALINES
Liver Salt, Fruit Saline,
Morning Powder, Mag. Cit., &c.

MEGGESON'S
BISMUTH DYSPEPSIA
TABLETS
P.A.T.A. 1/3 & 3/3

ATTRACTIVE DISPLAY MATERIAL
AVAILABLE FOR ALL PRODUCTS

LONDON, S.E.16

Telephone:
Bermondsey 1741-2

M B

A series that will interest you

Olde English Lavender

Specially prepared to enable the Chemist to offer a competitive series.



The Retail Prices shown apply to Home Trade only

V-E


CUSSONS' "LAVENDER"
6d
series are of excellent quality and exceptional value, yet yield an excellent profit to the Chemist.
Only the resources of Cussons' vast organisation can give such value in such attractive packings.
This Olde English Lavender Series is a business bringer
6d
6d
6d
6d
6d
Cussons
Olde English
Lavender
TALCUM POWDER
MADE IN ENGLAND
Cussons
Olde English
Lavender
POWDER
MADE IN ENGLAND
VANISHING CREAM
3d
3d
Enquiries invited.
Cussons'
KERSAL VALE, MANCHESTER

TI-TROL

Here is the first real soap news in a generation! Combining every quality of the finest toilet soap with the disinfecting properties of an ultra-germicide, TI-TROL is destined to become one of the biggest selling soaps on the market.

Call it 'TEA-TROL'

. . a new Ultra-Germicidal Toilet Soap with 4 positively unique features



- The essential oil of the Australian Tea Tree—11 times more potent than pure carbolic—is contained in TI-TROL soap **for the first time**!
- TI-TROL is non-toxic, non-irritant and non-poisonous. It will kill typhoid bacilli in 20 seconds, and promotes new tissue.
- TI-TROL penetrates the pores of the skin to diseased tissue, dissolving pus and restoring a normal state. It alleviates by going to the root of the trouble.
- TI-TROL is an amber-coloured transparent soap—the distillation of untold years of sunshine. It is as soothing to the skin as the purest olive oil.

Write for stocks of TI-TROL NOW! There's a generous margin of profit on each tablet and sales will be big!

In the Australian bush are over 300 varieties of the Tea Tree. Only ONE contains TI-TROL oil, present in fully active quantity 4% in TI-TROL soap.

APPROVED BY EMINENT DOCTORS, HOSPITALS AND WELFARE CENTRES
In Australia, where this soap is an overwhelming success, it has the enthusiastic recommendation of Doctors, Hospitals and Welfare Centres.

A LINE WITH NO COMPETITORS. TI-TROL is not "just another soap," it is fundamentally different, incapable of substitution. Its unique features are not found in any other soap.

GET STOCKS IMMEDIATELY. Progressive chemists are stocking up NOW! Attractive colourful display matter free. Address enquiries to sole distributors:—

FASSETT & JOHNSON LTD.
86 Clerkenwell Road, London, E.C.1.

STANDARD TRADE TERMS: P.A.T.A. 1/- per tablet, 9/- per dozen nett. 3 dozen lots, 9/- per dozen less 5%.

CONSTANT, COMPELLING ADVERTISEMENTS IN THESE PAPERS appearing continuously from early June onwards will tell the story of TI-TROL soap.

Daily Mail	Punch
Daily Mirror	Radio Times
Good Housekeeping	My Home
Woman's Journal	British Medical Journal
Woman and Home	Lancet
Home Making	Practitioner
Wife and Home	Nursing Mirror
Nursing Times	

etc., etc.

SOLPORT

BROTHERS LIMITED

On this page we illustrate quick-selling lines which every Pharmacist should stock and display. Fully illustrated Price Lists are available, and will be gladly sent on request. Send a P.C. for your copies *NOW*, and ask for samples as well.



A Display Carton of "Watersprite" Face Cloths, cellophane wrapped, the best ALL BRITISH KNITTED FACE CLOTHS.



Just a few of our extensive range of dainty Handkerchief Puffs. The handsome display stand on which they are shown is given *FREE* with orders of a certain value.

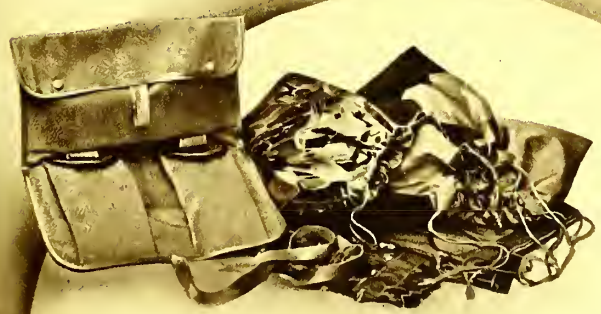
Underneath are our P. 62T Tinted Swansdown Puffs, specially thin for "Flap Jacks." Made in all sizes.



The quickest way to sell COMPACT PUFFS—the 3 best sizes attractively shown. Quote Ref. No. P. 165K.



Easily the mo popular Fl Velours Puff "NERISSA." Al the best way display and s them, 2 doz assorted siz and colours, ea in cellopha envelop No. P. 228N.



Four specially attractive Travelling Companions, also known as "Fitted Toilet Holdalls." Ref. Nos. W. 419, W. 426, W. 433, and W. 420.



Some of our dainty but serviceable new Sponge Bags—all moderately priced. Among the designs are "Radiance," "Planet," "Mayflower," "Riviera," and Fancy Check. Also a "Radiance" Holdall.

SOLPORT BROTHERS Ltd., Goswell Road, London, E.C.1

Always Specify Solport's Goods when Ordering from Your Wholesaler

TWO NEW IBC STOCK LINES



The round shape is our HAWKE SERIES, which can be supplied in ½, 1, 2, 4 & 9 oz. sizes. The square shape is our WOLFE SERIES, which can be supplied in 1, 2, 4 & 8 oz. sizes. Both series are shewn with Bakelite Cap, Registered Design No. 774021.

Prices on application. **Wholesale only.**

THE INTERNATIONAL BOTTLE Co. Ltd.

48 FORE STREET, LONDON, E.C.2

'Phone: Met. 6161 (4 lines). *'Grams:* Antrefors, Telex-London.



THORNTON & ROSS LTD.

MANUFACTURING CHEMISTS, MILNSBRIDGE, HUDDERSFIELD

Bishop's Notable



Bishop's Natural Fruit Saline on Special Window Display Terms
3 free with 3 doz.
P.A.T.A. 2/3, 1/3, 8d.
per doz. 19/-, 10/-, 6/-
CARR. PD. ON £3 order

RITE FOR PRICE LIST

NCIES IN
CUTTA,
BAY, CAIRO,
E TOWN,
IA.

Alfred Bishop Limited



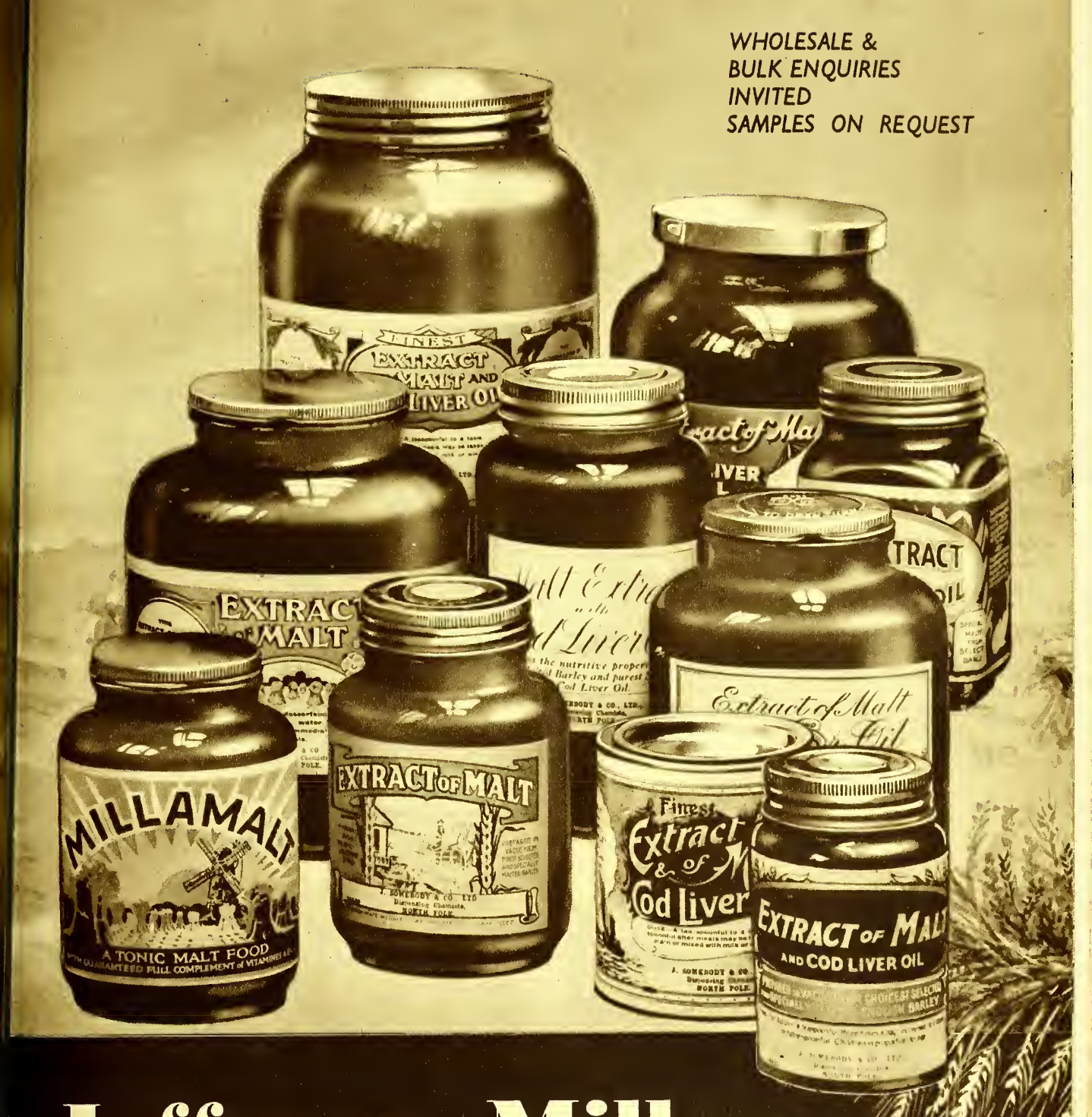
48 Spelman St., Mile End New Town **London** E.1

AGENCIES
BARCELON
SYDNEY,
TORONTO
NICE, Etc.

The Malt that cannot Crystallise

YOU CANNOT
BUY BETTER
THAN THE BEST





Jeffreys, Miller & Co. Ltd.

LEYLAND MILLS, WIGAN

Telephone : Wigan 2327 Telegrams : "Maltum, Wigan"

73A DURHAM ROAD, HOLLOWAY, LONDON, N.7. TELEPHONE ARCHWAY 3627



Here you see, as well as illustrations can convey, the attractive packages and display materials for the *New* Eastern Foam

These are the prices and terms :

JARS (Retail, P.A.T.A., 1/3) - - -	10/- per doz.
(Display Terms) 3 doz. - - -	9/9 „ „
12 „ - - -	9/6 „ „
TUBES (Retail, P.A.T.A., 6d.) - -	4/- „ „
(Display Terms) 3 doz. - -	3/11 „ „
12 „ - -	3/10 „ „
SAMPLE SIZE (Retail, P.A.T.A., 3d.)	24/- per gross
(Quantity Terms) 12 doz.	23/- „ „
60 „	22/- „ „

Place your order NOW for the NEW Eastern Foam on these generous Display Terms, and give a prominent place in your window to the attractive Display Material, including a window-bill which tells your customers that

The NEW EASTERN FOAM IS HERE

THE *NEW*

EASTERN FOAM

IS HERE !

As an achievement, the new Easter Foam surpasses even our ow expectations—it is bound to be big success.

An entirely new cream—the produc of a year's research by experts.

And the new packing — it irresistible.

Popular prices, bringing a produc of the highest class within the reac of all users. For the pharmacist, still more generous profit.



A powerful advertising campaign to introduce the new Eastern Foam will begin in July—the first announcements occupying prominent spaces in the national daily papers. Order stock now and be ready to meet the public demand for the *New* Eastern Foam.

A product of The BRITISH DRUG HOUSES Limited


LAX and SHAW Ltd
WHOLESALE ONLY
A FIRST CLASS BOTTLE DISPLAY
LAX & SHAW LTD., Regd. Office: ALBERT GLASS WKS., HUNSLET, LEEDS
THREE FACTORIES: ALBERT, CLARENCE AND DONISTHORPE

Roger & Gallet's

authentic and genuine Jean Marie Farina

EAU DE COLOGNE



guaranteed to be entirely made with the best dutiable S.V.R. spirit. No methylated nor any other Industrial spirit known as Duty-Free is used in any of ROGER & GALLET'S preparations.

Retail Prices - - - 4/9, 8/9, 18/6, 40/- and 80/-.

ROGER & GALLET (LONDON) LTD.

1 LECHMERE ROAD, LONDON, N.W.2

LONDON and PARIS

The Elegant Preparations of

Frozoclone
REGD.

The originol Solid Eou de Cologne. In two sizes: P.A.T.A. Retoil 3/6 ond 2/-. Wholesole per doz. 28/- ond 16/-

SOLID ENGLISH LAVENDER

In Wedgwood Blue Frosted Bottles. Sizes ond Prices os Frozoclone

CARNATE

The renowned Noil Polish Poste. P.A.T.A. Retoil 1/9, per dozen 14/-
Woterproof ond Antiseptic. Cuticle Remover ond Noil Cleonser. P.A.T.A. 1/6, per dozen 12/-

HARMOZAN

Effervescent Pine Needle Extroct Both Squores in TWO SIZES. P.A.T.A. 3/9 ond 2/-. Wholesole 30/- ond 16/-

MIRADOS

The new scientific preporotion for the prevention ond olleviotion of insect bites. P.A.T.A. Retoil 1/3 per bottle. Per dozen 10/-

ANALAX

The populor fruity Loxotive in postille form, Delicious, Effective, Relioble. P.A.T.A. Retoil 2/3. Per dozen 21/-

RISICCOL

Demuth's Costor Oil Powder, most effective, obsolutely odourless ond tosteless. Pocked in boxes contoining 20 dose bogs. P.A.T.A. Retoil 3/-. Per dozen 27/-. And in bulk—Speciol quototions for export. Also other medicinol oils in powder form

MUTHOL

The originol Poroffinum Liquidum B.P. in solid emulsion, in three flovours, Rospberry, Oronge, Lemon. In reputed 1 lb. Jors. P.A.T.A. Retoil 4/- per dozen 32/-

R. DEMUTH'S LABORATORIES

R. Demuth . . . . . .



Exquisite Show matter on application

68 Salusbury Rd. & Montrose Av., N·W·6 *Phone: Maida Vale 5340*

LEMON Lemon Oil, Soluble Lemon Oil, Terpeneless Lemon Oil, Sesquiterpeneless Lemon Oil.

PEPPERMINT Peppermint Oil, guaranteed pure. R.S.M. (*Reigate Standard Mint*) English re-distilled and blended.

BLACKCURRANT Pure Fruit Concentrates of Blackcurrant, Raspberry, Strawberry, Pineapple.

PERFUMERY PRODUCTS Eugenol: Linalol: Linayl Acetate: Ionone 100%: Citral chemically pure 100%: Geraniol.

WHITE, TOMKINS & COURAGE LTD
REIGATE SURREY
ESTABLISHED 1841

BILLOWZONE

REGD.

Complete SEA Bath Salt and perfect Ozonator in one

BILLOWZONE is practically reconstructed sea-water, prepared in progressive stages from more than ten ingredients. Instantly dissolves in hot or cold water, to which it imparts the full properties and refreshing aroma of sea-water, at the same time permeating the air with ozone and organic iodine.

Send post card for specimen free booklet and trade terms to

EXTREMELY SMART NEW PACKAGES

CONVINCING LITERATURE

PRICES:

4d. Carton 3/6 Doz.
7 lb. Box 4/9
28 lb. Drum 17/6

BILLOWZONE (1929) LTD.
KING WILLIAM STREET HOUSE,
ARTHUR STREET, LONDON, E.C.4
(Mansion House 7044)
Wholesalers can obtain supplies from new laboratories, 3 Charlotte Mews, Tottenham Street, London, W.1

"VAREEN"

LIQUID NAIL POLISH



NAIL POLISH
1/- size .. 7/6 doz.
1/6 „ .. 10/6 „
2/6 „ .. 16/- „

POLISH REMOVER
1/- size .. 7/6 doz.
1/6 „ .. 10/6 „

CUTICLE CREAM
1/- size .. 7/6 doz.
1/6 „ .. 10/6 „

Favourite Colours:
Natural, Rose, Pale Coral, Coral Pink, Deep Rose, White, Brilliant Rose, etc.

(FROM YOUR WHOLESALER)

VAREEN LTD.
82a PORTOBELLO ROAD, LONDON, W.11
Telephone No.: PARK 9951

A Forward Step in Dental Science

THE DENTAL FLOSSER

(A Holder for Dental Silk or Floss)

AS NECESSARY AS THE TOOTH BRUSH



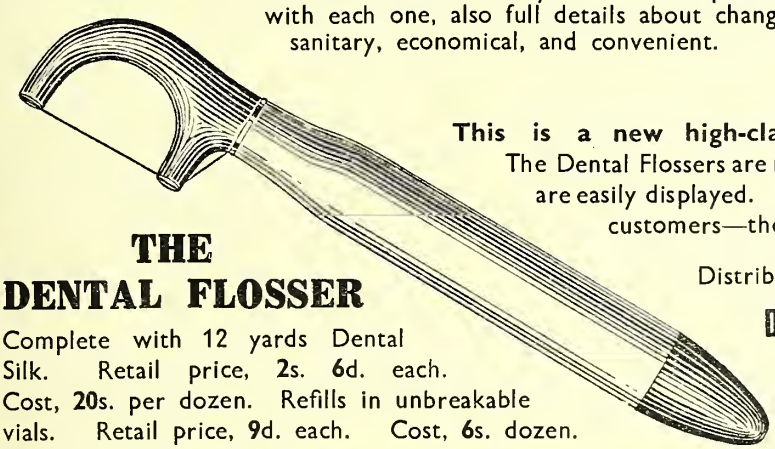
The Dental Flosser is a new invention that provides a careful, pleasant, and easy way to clean the surfaces of the teeth which are so often neglected. Each tooth has five surfaces to clean. The tooth brush will clean three of them, the outside, the inside, and the biting surface, but it will not clean perfectly the two approximal surfaces (between the teeth).

Many focal infections and diseases in various parts of the body have been traced to decayed and ulcerated teeth. These could have been largely prevented by keeping the teeth free from decay.

Silk Floss sterilized and waxed, has always been accepted by the Dental Profession as the most efficient medium for cleaning between the teeth. The awkward and inconvenient method, however, of using the Floss has had the tendency to discourage the individual—it was considered too much trouble—all of this trouble is now eliminated by the new Dental Flosser.

This new invention is undoubtedly as necessary as the tooth brush, in fact, if used regularly with the tooth brush the individual can rest assured that all surfaces of the teeth will be kept clean.

The Dental Flosser is easy to use—complete instructions are included with each one, also full details about changing the Dental Silk. It is sanitary, economical, and convenient.



This is a new high-class line for chemists. The Dental Flossers are mounted 12 to the card and are easily displayed. You can show these to your customers—they are new and ingenious.

THE DENTAL FLOSSER

Complete with 12 yards Dental Silk. Retail price, 2s. 6d. each. Cost, 20s. per dozen. Refills in unbreakable vials. Retail price, 9d. each. Cost, 6s. dozen.

Distributed by:—

Durham Duplex Razor Co.,
LIMITED,
72 Arundel Street,
SHEFFIELD

PERFUMES for

SOAP = TOILET CREAMS = POWDERS = BRILLIANTINES = BATH SALTS

CONCENTRATED BASES

FOR USE IN COMPOUNDING PERFUMES

SYNTHETIC FLOWER OILS

OTTO OF ROSE

CONCENTRATED SPRAYING ESSENCES

(Miscible with Water)

A. SAALFELD & CO.

Shield Works, Royds Street, Stockport Road, MANCHESTER

(Proprietors: Sparks, White & Co., Ltd.)

Albion Mills, East Tenter Street, LONDON, E.1

"All in"

Super Concentrates

to produce **COLOGNE PERFUMES**

ORDINARY COLOGNE STRENGTH
10/- Pint.
Eau de Cologne only.

TEST SAMPLE SUPPLIED.

TO PRODUCE ONE PINT EAU DE COLOGNE (or any perfume) TAKE



EXTRA COLOGNE QUALITY
15/- Pint

Also the following:
CARNATION.
CHYPRE.
EAU DE COLOGNE.
FANTASIA ,,
JASMIN.
LAVENDER WATER.
LILAC.
LILY OF THE VALLEY.
MIMOSA.
OPOPONAX.
SWEET PEA.
VIOLET
and others.

"SUPER CONCENTRATE" 1 OZ.
METHYLATED SPIRIT - - 19 OZS.
MIX, AND PERFUME IS THEN READY FOR USE.

By this process, fragrant refreshing Perfumes are possible at a very low cost.

CLAYTON & JOWETT, Ltd., 46 Wood St., Liverpool

The Public are Calling

for

PETAL DUST

"Wherein the subtle savour of the Flowers sublimely dwells."

THE GREAT FLORAL AIR PURIFIER

A Trial will convince you that——

PETAL DUST, when once shown, creates its own demand, and is therefore a valuable adjunct to every "go-ahead" store.

PETAL DUST, when displayed prominently upon your counter, will attract prudent customers by the fragrance of its unique odour, which to-day is of such universal admiration.

Retails in packets at 4d. and 8d. each.

Attractive Advertising matter free on request.

Obtainable through all the usual Wholesale Houses or from Sole Producers:—

The Rosmarine Manufacturing Co.

LONDON, S.E.1.

Success!

Saville's

NEW 1/- SIZE

June

Beauty Powder



RETAIL 1/- PER DOZ. 8/-

SELLS AT SIGHT

A really beautiful production which, combined with its obvious value, makes an irresistible appeal to feminine taste.

USE THIS STRIKING CUT-OUT SHOWCARD AS THE CENTRE-PIECE OF YOUR "JUNE" DISPLAY

Sent carriage paid with all assorted orders of "June" Perfumery value £2 and upwards, which include at least 1 dozen of the new 1/- size Beauty Powder.



ORDER DIRECT or through your usual wholesaler

SAVILLE PERFUMERY LIMITED, WATFORD, HERTS

Mercolized Wax

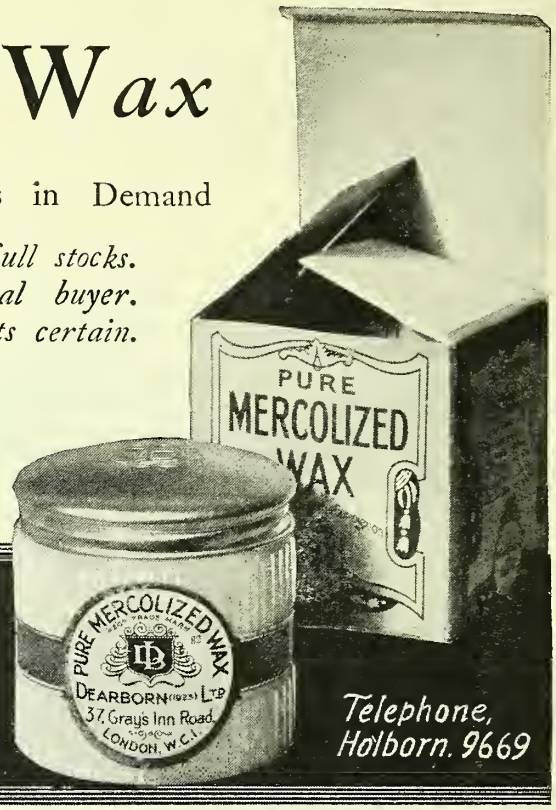
for the Complexion

Extensively Advertised. Always in Demand

There is no risk in holding full stocks.
Every woman is a potential buyer.
Sales are regular and repeats certain.

Stallax

a Shampoo—also popular,
and shows a handsome profit



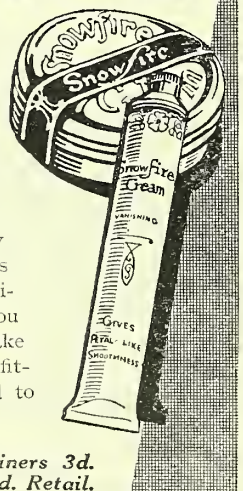
Dearborn (1923) Limited

37 Gray's Inn Rd. London. W.C.1.

Telephone, Holborn. 9669

There's no limit to Snowfire cream sales!

Summer or winter there's the same steady demand for fragrant Snowfire Cream. New buyers of Snowfire Cream become *regular* buyers. They tell their friends of this Cream with real beautifying properties. You get more custom. Make special displays—profitable sales are bound to result.



Handbag Containers 3d.
Dainty Tubes 6d. Retail.

SNOWFIRE *Vanishing* CREAM

Manufactured by
F. W. HAMPSHIRE & Co. Ltd., Sunnydale Works, Derby

A GOOD SELLER

As a tonic to prevent hair falling, to promote growth, and as a natural colour restorer for grey or faded hair,

MORGAN'S POMADE

has no equal. It has been before the public for 40 years and testimonials from all over the world prove its wonderful efficacy. Profits are generous, sales are quick, and customers are always satisfied. Morgan's Pomade is as near the ideal selling line as any hair preparation can be.

Retail, 1/9 and 3/3 per pot. Wholesale, 14/- and 26/- per dozen.

ON P.A.T.A. LIST

EQUALLY SOUND AND PROFITABLE LINES

MARIE ANTOINETTE (Regd.)

EGG JULEP SHAMPOO POWDER

KEEPS THE HAIR SOFT & GLOSSY



1/6 boxes (containing 7 3d. packets), 13/- per dozen (three boxes bonus with three dozen orders). Loose packets, 24/- per gross.

P.A.T.A. Established over 35 years.

MORGAN'S SOLID BRILLIANTINE

Retail, 1/- per Tin. Wholesale, 8/- per doz. Discount on Quantities

The MARIE ANTOINETTE Co., Ltd.
149 Junction Road, LONDON, N.19

IT PAYS TO ADVERTISE

HERE IS AN INEXPENSIVE MEDIUM





No. 1.

5,000 22/6 lot 10,000 35/- lot

No. 2.
(round)

5,000 17/6 lot 10,000 25/- lot

25,000 50/- lot 50,000 75/- lot

ALL SEALS ARE SUPPLIED ON DOUBLE GUMMED PAPER AND ARE BRITISH MADE THROUGHOUT.



James Sinclair & Son,

26, Marshalsea Road, London, S.E.1.

(Phone:- HOP 4158)

TO ENSURE SPEEDY DELIVERY PLEASE USE THIS POSTCARD

Dear Sirs.
Please supply

FROM :—

,000 No. 1 Seals Embossed with the following Name and Address

Colour of background

,000 No. 2 Seals Embosse with the following wordi

State Size required

5/8 3/4 7/8

Colour of background

Signed

RICE LIST

AT PRINTED LABELS:—
all size, Blue Bordered @ 3/- per 1,000
ge size „ „ @ 3/6 „

ia Ink on Cream paper, Bordered, or
nd cornered, plain edge:—
all size - - @ 3/6 per 1,000
ge size - - @ 4/- „

all Dispensing Slips @ 2/6 „

ection Labels - @ 5/- „

cles, either Black and White or Sepia
l Cream:—
all size - - @ 4/6 per 1,000
ge size - - @ 5/6 „

her varieties at proportionate prices.

rite for samples and quotation for quantities.

BELS, CIRCULARS, ENVELOPES,
RTONS, WRAPPERS, STATIONERY,
VERTISING AND PACKING MATERIALS.

Competitive Supplies.



BORACIC POWDER.

C. A. ROWLEY, M.P.S.,
Chemist and Druggist,
17 Torrs Wood Hill, Leytonstone,
ESSEX.

GLAUBER SALTS.

RICHARD HALL, M.P.S.,
Family and Dispensing Chemist,
Julians Road, STEVENAGE, Mon.
Phone. 264.

SHAKE THE BOTTLE.

THE LINCTUS.

One tea-spoonful to be taken when the cough is troublesome.

GEO. KNIGHTON, M.P.S.,
Dispensing and Photographic Chemist,
HIGH ST., SALISBURY.
Telephone: EAST 49



J. SINCLAIR & SON

26, MARSHALSEA RD.
LONDON, S.E.1
PHONE: HOP 4158

POST CARD

essrs. JAMES SINCLAIR & SON
26, Marshalsea Road
LONDON
SE1

IF YOU ARE NOT SHOWING PAPIER POUDRÉ this summer you are definitely MISSING SALES

This world-renowned toilet aid is indispensable for motoring, train journeys, walking, etc., etc. **Send a postcard for our new Showcards and let the books sell themselves.**

Sold by all Wholesalers or direct from the Sole Manufacturers and Proprietors:

PAPIER POUDRÉ LTD.

46 BAKER STREET, LONDON, W. 1.

An attractive display outer provided with each dozen books

We are also Sole Makers of Papier Poudré Outfits, Soap Leaves, Nail Polish Leaves, Cottage Garden Flower Perfumes, etc., etc. All profitable, quick-selling lines.

G. B. KENT & SONS, LTD.

Are known the World over as the Largest Manufacturers of

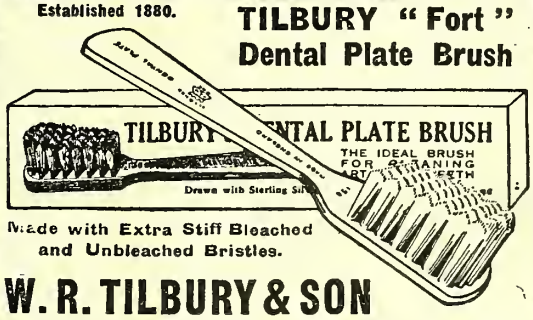
BEST BRITISH BRUSHES

Please write for full particulars to:

75 FARRINGDON ROAD, E.C.1

Established 1880.

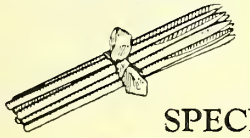
TILBURY "Fort" Dental Plate Brush



Made with Extra Stiff Bleached and Unbleached Bristles.

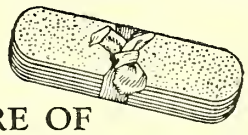
W. R. TILBURY & SON

47 FRAMPTON PARK ROAD, HACKNEY, LONDON - - - ENGLAND



Best Quality Goods

BRITISH MANUFACTURE



SPECIALIST IN THE MANUFACTURE OF

ORANGE STICKS *and* EMERY BOARDS

BOXED, CARDED OR IN BULK AT COMPETITIVE PRICES

ROBERT LEE - 14 Calverley Grove - UPPER HOLLOWAY, N.19

Wholesale Houses only supplied *'Phone: Archway* 2144

A NEW RFW SERIES

that represents unequalled value...



BRILLIANTINE
HONEY & FLOWERS
SETTING LOTION
HAIR FIXATIVE

Two Sizes: 42/- and 72/- per gross

SHOWCARDS ON APPLICATION

R. F. WHITE & CO. LTD. MITCHAM SURREY

Telephone Mitcham 4035

OVER
FIVE THOUSAND DENTISTS
are now using, and recommending their patients to use

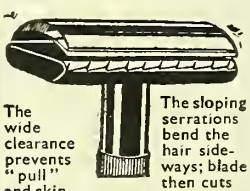
ORALITE DENTURE SOAP

The most effective cleanser and steriliser known for NATURAL TEETH, ARTIFICIAL TEETH — and the GUMS —

We are shortly commencing a National Advertising Campaign, so be prepared and write for particulars of our attractive first order terms.

THE ORALITE CO., LTD., THORNTON, Blackpool, Lancs.

Send your Order NOW FOR THE RECORD SELLING



The wide clearance prevents "pull" and skin irritation.

The sloping serrations bend the hair sideways; blade then cuts with a "Barber's Stroke."

or send for list and generous Trade Terms direct to:

Sole Makers:
THOMAS WARD & SONS, LTD.,
Wardonia Works, Sheffield, Eng.

WARDONIA
RAZORS & BLADES

ODENTIC



In Counter Display Boxes

From all Wholesalers

PLATE BRUSH

W. R. Speer & Son
215 Dalston Lane, London, E.8
EST. OVER 100 YEARS.

It's a Bristow Product

signifying a first-grade quality article



This attractive show-stand supplied with any quantity order —A display in itself.

A smart attractive bottle specially shaped for safe easy handling, with sprinkler neck and black moulded cap.

Supplied in the following preparations :—

Bay Rum
Bay Rum & Cantharides
Brilliantine (Cologne)
Brilliantine (Golden)
Eau de Quinine
Hair Setting Lotion
Hair Fixative (with oil)
Hair Fixative (non-greasy)
Honey and Flowers
Jasmin Oil
Toilet Paraffin
Violet Oil

A Chemist's Line retailing at 1/3 per bottle

Trade 8/6 per doz. *6 doz. lots 8/-* *Less 5%*

T. F. BRISTOW & CO., LTD.

Makers of Superfine Soaps and Toilet Luxuries since 1777

COLINDALE, LONDON, N.W.9

AS PERMANENT AS THE PYRAMIDS

The New Shaving-Brush Setting

The Hair is first locked in tenacicus Rubber—then Vulcanized to a rock-like firmness.

It cannot come out—even prolonged boiling cannot move it.

Made by experts from the very finest raw material + Sterilized + British + Guaranteed—Yet sold at the price of an ordinary brush.



Artistic Show Stand supplied with orders— Also Show Cards.

THE PERFIX

HARD RUBBER SET SUPER SHAVING-BRUSH

(PATENT PENDING)

IN THREE QUALITIES

A FINEST SILVER TIP BADGER HAIR
B FINE LIGHT TIP BADGER HAIR
C GOOD BADGER & BRISTLE MIXTURE

THREE SIZES IN EACH **RETAIL FROM 3/6 TO 21/-**

BRITTON, MALCOLM & WAYMARK LTD.

38 SOUTHWARK BRIDGE ROAD, S.E.1

(NEAR BRIDGE)

Telephone: Waterloo 1442 (three lines) *Telegrams: Clinbritic, Boroh, London*

CONSISTENT ADVERTISING BEAUTIFUL DISPLAYS AND ITS OWN IRRESISTIBLE APPEAL

are the reasons for the continued success of

Evening in Paris



Have you had our latest Showcard?
In full colour, size 18" x 11½". If not, write for No. 0152.

A. BOURJOIS et CIE., LTD., 4, WATER LANE, LONDON, E.C.4
Laboratories and Works:
71-73, Carter Lane, London, E.C.4, and River Plate Wharf, Upper Ground St., London, S.E.1

BOURJOIS

NEW VEET
SUMMER ADVERTISING BIGGER THAN EVER

Last Day JUNE 30TH
Send your Order NOW!

42 Tubes NEW VEET FOR THE PRICE OF 36!

Offer Expires June 30

On one order only (received by 30th June) we will give, in addition to the usual 33⅓% Trade Discount and 5% Cash Discount :
A BONUS OF 2 Tubes Free per Dozen on all sizes, *i.e.* 6d., 1/6 and 3/-.

Minimum order 2 dozen Assorted Sizes.

Don't miss this ! Order Now.

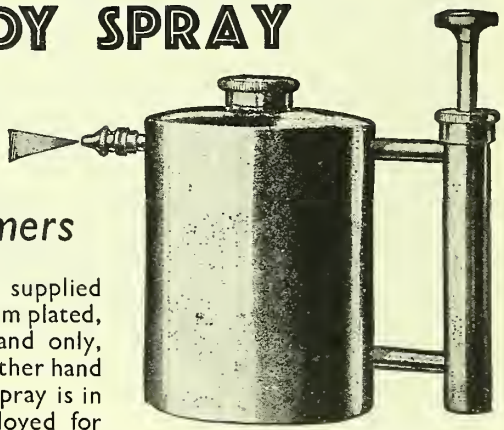
195B **Dae Health Laboratories, Ltd.,** Dep. C.D.) **Acton, London, N.W.10**

THE PREEMO HANDY SPRAY

used in many ways

WITH ONE HAND ONLY

useful to your customers



Prov. Patent No. 78033

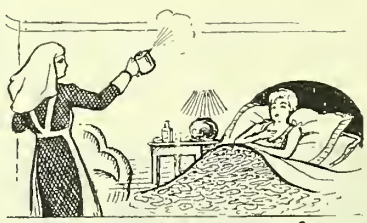
This is a beautiful spray, supplied either Nickel or Chromium plated, to be used with one hand only, either right or left. The other hand is disengaged when the spray is in use and can be employed for combing or setting the hair. The spray is light, bright and effective ; no rubber bulbs to burst or perish; no glass bottles to break ; in fact nothing to go wrong.

Overall 5¼" × 4½". Capacity 6 ozs.

NICKEL OR CHROMIUM PLATED.
Nickel **12/-** Wholesale **8/-** ea.
Chromium **15/-** ,, **10/-** ,,



In the Bedroom, Boudoir, Dressing Room, for spraying Setting Lotion, Hair and Face Lotion, Eau de Cologne, etc.



In the Sick Room for spraying Eau de Cologne, Lavender or disinfectant.

SILK'S TOILET Co., 8 & 9 Red Lion St., HOLBORN, W.C.1

There's only **ONE** pencil suitable for Manicuring

...the Cutex NAIL WHITE Pencil





DISPLAY CUTEX *Nail White Pencils in this attractive counter card. Ask your wholesaler or the Cutex salesman about it.*

FOLLOWING the success of the Cutex Nail White Pencil, other types of pencils are being offered the trade, recommended for the same purposes as the Cutex Pencil.

The Cutex Nail White Pencil is protected by patents, and any infringement will be prosecuted vigorously.

Most of the competing pencils are merely art crayons, which are not readily water soluble, contain a relatively small amount of pigment, and do not exert the double action of Cutex Nail White Pencils in cleansing and whitening the finger-nail tips.

Cutex Nail White Pencils are made of a special composition similar in formula to the famous Cutex Nail White Cream. They contain a quantity of pigment necessary for efficiency in whitening the nail tips. They are specially made for the purpose, being formed under thousands of pounds' pressure. The result is a pencil that is firm enough to clean the nail mechanically, yet soluble enough in water on the outside to leave a film of Nail White on the nail tips.

Protect yourself and insure your customers' satisfaction by selling only the genuine Cutex Nail White Pencil.

NORTHAM WARREN LTD., SLOUGH, BUCKS

(Wholesale Distributors, J. C. Gambles & Co. Ltd., 211/215, Blackfriars Rd., London, S.E.1)

Established 1900

EUCRYL DENTIFRICES

EUCRYL TOOTH POWDER
EUCRYL TOOTH PASTE
EUCRYL DENTURE POWDER

Bought on Display Terms Yield:
PROFIT ON SELLING PRICE **43%**
PROFIT ON BUYING PRICE **75%**



BRITISH OWNED BRITISH MADE

Continuously Advertised
Quick Sales Large Profits

EUCRYL Limited Manufacturing Chemists - SOUTHAMPTON

The CREAM *of the* TRADE

Here's the Cream that gets you "the cream" of the business — Anzora. Everyone knows of it. Everyone wants it. And every sale brings you 33⅓% profit. The new Anzora Brilliantine, for those who like their hair to have a "glossy" appearance, is going to expand your Anzora sales still further.
Give these three a good "show" in your shop and windows— and see how well they sell!



TRADE TERMS:
Cream and Viola
8/- doz. Retail at 12/-
12/- " " " 18/-
20/- " " " 30/-
Brilliantine 8/- doz. Retail at 12/-

ANZORA
MASTERS THE HAIR
ANZORA PERFUMERY CO., LTD., LONDON, N.W.6

Nº. 170 SHORT HEAD
TOOTHBRUSH
WITH THE HARD CENTRE



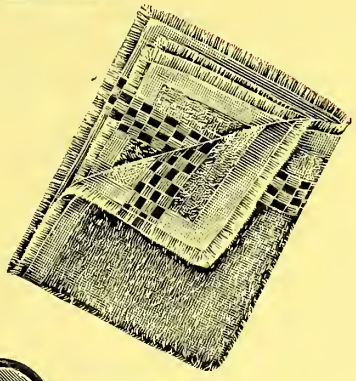
PRICE **6/8d.** per dozen

FROM ALL WHOLESALERS

Made In England by

Addis
ESTB. 1780
REGD
BRUSH WORKS, HERTFORD













Sundries for the Holiday Season

BATHING CAPS

No. 602 Moulded Helmet, with Chin Strap... **10/-** per doz.
No. 42 Head Conforming, Plain Colours ... **19/11** ,,
No. 954 Head Conforming, Moulded Leaf Effect **47/6** ,,
Also a large variety of patterns ranging from **4/6** to **36/-** per doz.

WASHING SQUARES

No.		Size	Per doz.	Per gross
G60	Fringed, Coloured Check Border	12×12	**2/-**	**22/6**
G70	Coloured, Fringed ...	13×13	**2/3**	**24/-**
X43D	White, Fringed, Coloured Border	14×13	**2/3**	**24/-**
50A	Coloured Terry, Fringed Border	12×12	**2/3**	**24/-**
"Albemarle"				
1	White Turco, Coloured Binding	12×12	**3/6**	**36/-**
2	White Turco, Coloured Binding	16×16	**5/6**	**60/-**

SUN SPECTACLES

Shell Frames, Crookes' Lens, each in case ... **27/-** per doz.
Cheaper patterns at **6/6, 9/-, 17/6** per doz.

SPONGE BAGS

In Celanese Satin designed to give Mother-o'-Pearl and Water Colour effects.
In Pastel Shades of Blue, Green, Pink and Lemon.

No.	3	4	5	6
per doz.	**12/9**	**15/9**	**18/6**	**21/6**

SHAVING BRUSHES

From **8/-** to **300/-** per doz.
For full range see General List pages 332–334.

TOOTH BRUSHES

New Short Head Pattern—
Celluloid Handles ... ... per doz. **6/8**
Bone Handles ... ... ,, **8/4**
See also pages 334–338 General List.

RAZORS

AutoStrop Valet Holiday Pack—Razor, 3 Blades and Shaving Cream ... ... Retail **2/6** Per doz. **22/-**
1 doz. at **20/6** 6 doz. at **19/6** 24 doz. at **19/-**
Ever Ready 1933 Offer—Razor, 3 Blades and 1/- Shaving Cream ... ... Retail **1/3** Per doz. **11/-**
3 doz. at **10/6** 12 doz. at **10/-** 60 doz. at **9/6**
Less 2½% 30 days.

BUTLER & CRISPE
80-84 CLERKENWELL ROAD——LONDON——E.C.1
Telephone : Clerkenwell 2661. *Telegrams : "Alluwant, Smith, London."*

THIS NEW CORN CAP means NEW BUSINESS

Extracts from letters received :—

"Will you please send me two more boxes of your Peter Pan Corn Pads. I am pleased to say they have fetched my corns out. I want these for a friend of mine."

"I will be very pleased if you will forward me on another 9d. tin of Peter Pan Corn Caps as I found great relief from the last ones."

Here's a line which is selling like hot cakes . . . the NEW Peter Pan Corn Caps, which represent complete foot comfort for ninepence.

Peter Pan Corn Caps are teaching the public how unnecessary it is to suffer from corns, and consistent, well-placed advertising ensures that they don't forget it. Here is a striking Showcard which will link *our* advertising with *your* business, and get the customers into your shop.



THIS IS FREE WITH ORDERS OF ONLY 4 DOZEN

. . . and your profits !

Peter Pan Corn Caps are supplied to you in cartons of 1 dozen Boxes.

TRADE PRICE (per dozen Boxes) - - 5/-
RETAIL PRICE (per dozen Boxes) - - 9/-
YOUR PROFIT - - - - - - - 4/-

Order 4 dozen to-day and get the free Showcard. Remember that your profit on 4 dozen is 16/-

THIS IS HOW WE'RE HELPING YOUR SALES

- This distinctive Showcard which takes up very little room and yet makes a bold appeal.
- Press Advertising, carefully placed in the National Newspapers that "pull" most sales.
- Convenient packing. The neat little Peter Pan Corn Cap Box is readily tucked into vest pocket or handbag.

A DE ST. DALMAS & CO., LTD., Manufacturing Chemists, LEICESTER

PETER PAN CORN CAPS

HOUBIGANT

introduces a new

DRY ROUGE



12 Shades

•

all becomingly natural & fresh

Perfumed QUELQUES FLEURS

The Parcel of 36 Rouge —

3 each of 12 colours Complete in Display Cabinet with Showcard & Demonstration Shade Box

54/- nett

RETAIL

2/3

SEND FOR PRICE LIST WITH PARTICULARS OF ALL HOUBIGANT PREPARATIONS INCLUDING THE WORLD-FAMOUS **QUELQUES FLEURS** SERIES

LARDEN ROAD **PARFUMERIES DE PARIS LIMITED** ACTON LONDON

Telephone : Shepherds Bush 2343 (3 lines)

SANDALWOOD OIL

Distilled from SANTALUM ALBUM. *linn.*
at the MYSORE GOVT. FACTORIES



MINIMUM 90% ACTUAL SANTALOL

For further information apply

Guaranteed B.P. & U.S.P. Standards

TRADE COMMISSIONER *for* MYSORE *in* LONDON
GRAND BUILDINGS TRAFALGAR SQ. W.C.2

Telephone : Whitehall 8888 *Code : Bentley*

Sole Agents for America : **Messrs. W. J. Bush & Co., Inc., 370 Seventh Avenue, New York.**
Sole Agents for Canada : **Messrs. W. J. Bush & Co. (Canada), Ltd., 432 St. Helen St., Montreal.**

The astounding reception of

NUFIX

Quality Dressing for the Hair

Although only introduced in 1932 NUFIX instantly sprang into demand and has been enthusiastically recommended wherever tried. NUFIX shows a big profit to the Retailer, is Nationally advertised. Showcards, display stands and counter leaflets free.



PURELY VEGETABLE PRODUCT
DOES NOT CONTAIN GUM
HEADWEAR AND LINEN UNSOILED

In two sizes :—

Small 9/- per dozen.
Retail at 1/3.

Large 12/6 per dozen.
Retail at 1/9.

Special small size trial bottle.
Ask for terms.

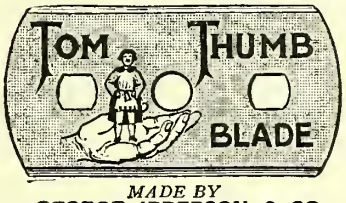
Of your Wholesaler or from the Manufacturers :—

WALDEN, WALDEN & Co.
15 Grape St., London, W.C.1

HANG IT UP AND LET IT SELL ITSELF

Supplied on cards or boxed. Show cards with every order.

1D.
Each
Retail



British Made

MADE BY
GEORGE IBBERSON & CO.
Razor Works, 146 West St., Sheffield



'OCEAN' BLADES

BRITISH-MADE AND BEST OF ALL.

Made from first quality steel by improved method guaranteeing super-keen edge. Over a hundred million sold to date. No better blade obtainable at any price.

'OCEAN UNIVERSAL'

The super-quality Blade which fits every kind of slot, stud or 3-peg razor holder.

'CONQUEROR' BLADES

Knock-out value in a PENNY Blade. Unquestionably the finest blade obtainable at the price. Best silver steel used.

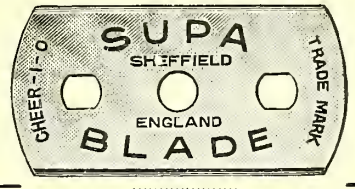
Samples and attractive showcards free. Leading wholesalers stock all blades. For direct supplies send P.O. or Cheque to

OCEAN BLADES (Gt. Brit.), LTD., Sales Dept., 1-6 Bridgewater Place, London, E.C.1. (Clerk. 6257)

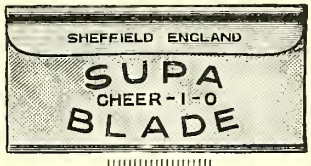
Blades also made under customer's own name— state quantity.....

SUPA CHEER-I-O BLADES

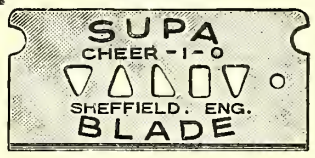
2D EACH



IN THREE PATTERNS



IN THREE PATTERNS



Manufactured by

THE WAFER RAZOR Co., Ltd.
EARSHAM STREET, SHEFFIELD

C C

the original combined Cream and Powder

VELOUTY de DIXOR



The advertised line that you are asked for.

Samples free upon receipt of trade card or billhead.

		Doz.	Min. P.A.T.A. Retail Price
PRICES :—No. 1.	Handbag tube -	3/-	-/4½
No. 2.	Small tube -	4/-	-/6
No. 3.	Medium tube -	7/-	1/-
No. 4.	Large tube -	14/-	2/-
No. 5.	Super tube -	22/-	3/-
	Pots (glass) -	21/-	2/9
Pots de luxe (unbreakable) -		36/-	4/6

Made in four shades :
WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the Manufacturers:

DIXOR, LTD., Danemere Street, London, S.W.15

Sole Distributors for
Northern Ireland : ROBERT MAYRS & CO., 45 Chichester Street, BELFAST
Irish Free State : MAY, ROBERTS & CO. LTD., Grand Canal Quay, DUBLIN

Representative for
Scotland : ROBERT TELFORD, 48 Brownside Road, Cambuslang, Glasgow.

SELL TO MOTORISTS

HERE is the Soap you have been looking for. A pumice block which looks like a high grade toilet soap—and lathers like one, too. And at a price which is within the reach of all.

CALVERT'S
PUMICE SOAP

SPECIAL OFFER
On orders of £4
2/- doz. less 10% and 2½% cash
On orders of 54/-
2/- doz. less 5% and 2½% cash
NOTE.—Orders need not be confined to Calvert's Pumice Soap solely, but can include any of our other well-known lines.

F. C. CALVERT & CO., LTD., Manchester

NICKEL PLATED **BEDFORD** MANICURE FILES

BRITISH TO THE FINGER TIPS



MANUFACTURED BY
JOHN BEDFORD & SONS LTD.
LION WORKS, SHEFFIELD

Telegraphic Address: "CRESSWELL HOLB., LONDON." Telephone: HOLBORN 1432

THE SPONGE HOUSE

International Sponge Importers Limited

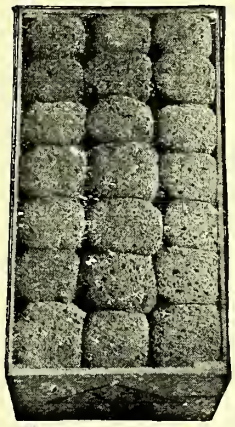
Cresswell Brothers Branch

Sponge Importers, Exporters and Merchants, and Chamois Leather Dressers

18 & 19, RED LION SQUARE, LONDON, W.C.1

WITH THE LARGEST STOCKS OF ALL SPONGES IMPORTED DIRECT BY US FROM THE FISHERIES AT LOWEST PRICES. We Invite Competition

UNBLEACHED MEDITERRANEAN SPONGES in Original Cases



HONEYCOMB

Extra Choice. Finest Texture and Shape. The Pick of all the Fisheries.

Pieces in Case.		Average Price per Piece.
300	Toilet at	9d.
250	,, ,,	1/-
200	,, ,,	1/6
160	,, ,,	2/-
140	,, ,,	2/6
120	,, ,,	3/-
100	,, ,,	3/6
90	Medium Bath	4/6
80	,, ,,	5/6
72	,, ,,	6/6
60	,, ,,	7/6
45	Large Bath	8/6
30	,, ,,	10/6
24	,, ,,	12/6

HONEYCOMB

Toilet and Bath. Good 2nd Quality.

Pieces in Case.	Average Price per Piece.
180	at 9d.
170	,, 1/-
160	,, 1/2
160	,, 1/6
150	,, 1/9
140	,, 2/-
120	,, 2/6
110	,, 3/-
90	,, 3/6
80	,, 4/-
75	,, 4/6
70	,, 5/-
65	,, 5/6
60	,, 6/6

HONEYCOMB

3rd Shape. Toilet and Bath. Largest Sponges obtainable at the prices.

Pieces in Case.	Average Price per Piece.
250	at 6d.
200	,, 8d.
180	,, 9d.
160	,, 1/-
140	,, 1/3
120	,, 1/6
100	,, 1/9
90	,, 2/-
80	,, 2/6
60	,, 3/-
45	,, 4/6
30	,, 5/-

FINE TURKEY CUPS

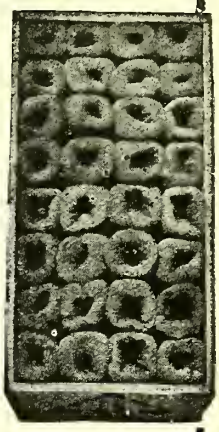
1st Quality. PICKED SHAPES.

	Pieces in Case.	Average Price per Piece.
Toilet Selected	300	at 1/-
,,	250	,, 1/3
,,	200	,, 1/6
,,	175	,, 1/9
,,	150	,, 2/-
,,	140	,, 2/6
,,	100	,, 3/-
,,	90	,, 3/6
,,	80	,, 4/-
,,	70	,, 4/6
,,	60	,, 5/-
,,	50	,, 6/-
Bath Selected	45	,, 6/6
	40	,, 7/6

FINE TURKEY SOLIDS

SELECTED SHAPES. 1st Quality.

	Pieces in Case.	Average Price per Piece.
Nursery	200	at 1/-
Toilet	150	,, 1/6
,,	100	,, 1/9
,,	100	,, 2/-
,,	80	,, 2/6
Bath	50	,, 3/-
,,	36	,, 4/-
,,	24	,, 5/-



LOOSE GOODS DEPARTMENT SPONGES IN SMALL PACKAGES. **Fine Turkey. Fine Egyptian and Honeycomb.** In 1st, 2nd and 3rd Qualities. Bleached or unbleached (state which in ordering). On strings of 1 dozen pieces, or loose in bags. At per doz.: **2s., 3s., 4s., 6s., 9s., 12s., 15s., 18s., 24s., 30s., 36s., 42s., 48s., 54s., 60s., 66s., 72s. Bleached Cuban.** At per String or Dozen. Wool, Grass, Yellow and Fine. **1s., 2s., 3s., 4s., 6s., 9s., 12s., 15s., 18s., 24s.**

SPECIAL NEW LINES OF THE SEASON

Each Sponge wrapped in Transparent Paper. Dust-proof. Easily handled.

ATTRACTIVE QUICK-SELLING LINES FOR COUNTER OR WINDOW DISPLAY.



SELECTED HONEYCOMB

FOR TOILET AND BATH USE in Handsome Cardboard Boxes

Can be had Bleached or Unbleached.

No. 152	Box	selected H.C.	Toilet,	12	pieces ...	6/6 per Box
153	,,	,,	,,	12	,, ...	8/6 ,,
154	,,	,,	,,	12	,, ...	10/6 ,,
155	,,	,,	,,	12	,, ...	12/6 ,,
156	,,	,,	,,	6	,, ...	7/6 ,,
157	,,	,,	,,	6	,, ...	9/- ,,
158	,,	,,	,,	6	,, ...	12/- ,,
159	,,	,,	,,	6	,, ...	15/- ,,
160	,,	,,	,,	6	,, ...	18/- ,,
161	,,	,,	Bath,	6	,, ...	21/- ,,
162	,,	,,	,,	6	,, ...	24/- ,,
163	,,	,,	,,	6	,, ...	30/- ,,
164	,,	,,	,,	4	,, ...	22/- ,,
165	,,	,,	,,	4	,, ...	26/- ,,
166	,,	,,	,,	4	,, ...	30/- ,,
167	,,	,,	,,	4	,, ...	34/- ,,

SPECIAL NOTICE.—With every selection of sponges we supply attractive Showcards for Window Display.

BUY SPONGES NOW FOR THE SUMMER SEASON AND INCREASE YOUR SALES



No other Razor like this!

WITH OUTSTANDING SELLING FEATURES.

1. Takes any type of Double-Edged wafer blade. (*The solution of a vexing problem.*)
2. Automatically centres every blade. (*Both edges shave alike.*)
3. Provides adjustment to regulate Shaving Edges. (*To suit either light or stiff beards.*)
4. Has a Magnet in the handle to pick up Razor Blades. (*A powerful Selling Appeal.*)

MODEL W In Blue Leather Wallet with 1 "Eclipse" Super Blade retails at **5/-**

MODEL BB In attractive Blue moulded case with 5 "Eclipse" Super Blades retails at **7/6**

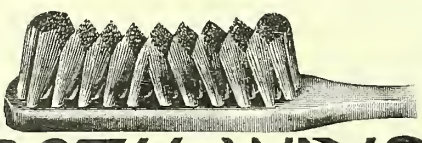
Prices for U.K. only.

U.K. PATENTS
The MAGNET IN THE HANDLE PICKS UP THE BLADE WITHOUT DANGER
No more cut fingers!

"Eclipse" MAGNETIC PICK-UP RED RING RAZOR

Obtainable from all Wholesalers.

Sole Manufacturers:
JAMES NEILL & CO., (SHEFFIELD) LTD., COMPOSITE STEEL WORKS, SHEFFIELD, 11.



BOTH-WAYS TOOTH BRUSH

ATTRACTIVE — EFFECTIVE — DURABLE

HARD BRISTLE IN BEST BONE HANDLES

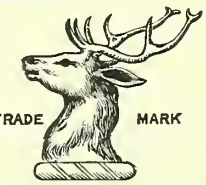
KEEPS ITS STIFFNESS

Gent's 11/- **Lady's 8/-**

(In single cartons 1/- per dozen extra)

Bone Eyebrow Brushes 24/- per gross

Erinoid Eyelash and Eyebrow Sets 6/6 per dozen sets



BIDWELLS, AXMINSTER BIDWELL BIDWELL & Co LIMITED.

3,000,000 PEOPLE

Daily Mail · Daily Express · News Chronicle · Daily Herald

are reading about the wonderful value of the **New Improved** **"LAUREL"**

DUMB-BELL Regd.

Razors & Blades

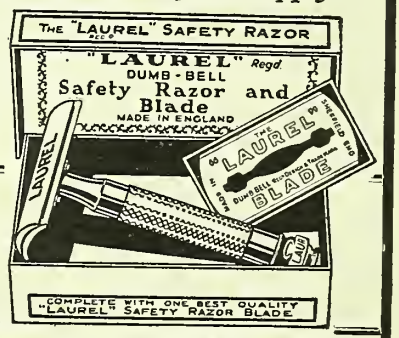
Are you ready to supply?

Retails **1½d.** each.

PACKET OF **4** *for* **6d.**

Order your Stock to-day.

COMPLETE OUTFIT FOR **6d.**



Geo. H. Lawrence Ltd. Laurel Wks., Nursery St., **Sheffield.**

There's profit in this craze for PINE PRODUCTS



30/- on a 30/- ORDER!

To the alive, alert, young "open-air" enthusiasts, the healthy tang of pine products makes a tremendous appeal these outdoor days. Display these bright sun-yellow and orange packs **now** and get the ready profit that's going on these popular lines. Even at single dozen prices you get 33⅓% profit on turn-over on bath salts and small shampoo, and more on the shampoo powder. And with a 3 dozen order for the **large** shampoo, we give a bonus of one dozen affording you a profit of 30/- on a 30/- order.



MACLEANS
OSLO
PINE PRODUCTS



MACLEANS OSLO SHAMPOO

LIQUID SMALL **PRICES PER DOZEN**
1 doz. 4/- 6 doz. 3/9 12 doz. 3/6
Retail 6d.

LIQUID LARGE **PRICES PER DOZEN**
★1 doz. 10/- Bonus of 1 doz. on 3 doz. lots large size only. Retail 1/3

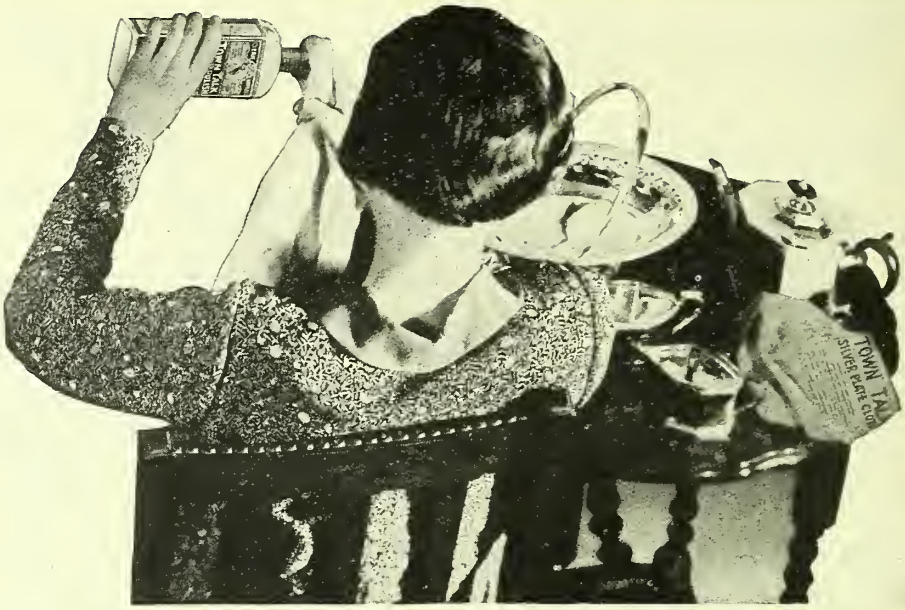
SHAMPOO POWDER **PRICES PER DOZEN**
1 doz. 1/9 3 doz. 1/6 6 doz. 1/5
12 doz. 1/4. Retail 3d.

MACLEANS OSLO BATH SALTS

SMALL
1 doz. 4/- 6 doz. 3/9 12 doz. 3/6
Retail 6d.

LARGE
1 doz. 8/- 3 doz. 7/9 6 doz. 7/6
12 doz. 7/-. Retail 1/-

MACLEANS LTD., GT. WEST RD., BRENTFORD
Telephone: Ealing 6616
Telegrams: Macleans, Brentford



Housewives invariably speak of the pleasure they take in cleaning their Silverware with "Town Talk," of how its cleanliness and ease exclude any possibility of the work becoming laborious, dirty or irksome.

They tell of the deep rich shine of mirror-like brilliance it imparts, but, more important than all else, they say that "Town Talk" does not, in fact can not injure the most cherished ornaments; that it can even be used to clean Electro Plate without fear of wearing away the plating.

These supreme qualities are peculiar to "Town Talk" because they are inherent to the ingredients of which it is made, and the nation's housewives have been educated to a full appreciation of this by continuous advertising.

"TOWN TALK" is consistently advertised in

The Daily Mail.	Punch.	Homes & Gardens.
The Daily Express.	Good Housekeeping.	My Home.
The Daily Dispatch.	Woman's Journal.	Ideal Home.
Home Making Magazine.	Woman & Home.	Coming Fashions.
	Wife & Home.	Woman & Beauty.

In consequence Stockists do not have to *sell* "Town Talk"—they are asked for it.

ORDER DIRECT, OR FROM:—

James Woolley, Sons & Co., Ltd. MANCHESTER.
Ayrton, Saunders & Co., Ltd. LIVERPOOL.
Brooks and Warburton, Ltd.
Goodall, Backhouse & Co. LEEDS.

Terms and samples for free distribution from the sole makers:

Town Talk Polish Co., Manchester



LIQUID SILVER POLISH

The "Town Talk" Impregnated Chromium Plate Cloth is specially made for cleaning Chromium Plating only, and is as efficient as is its namesake for Silver. Every Chemist should stock "The Town Talk 3"—the quick-selling, repeat order lines.



SILVER PLATE CLOTH

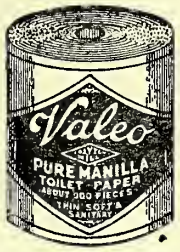
TOWN TALK

Drayton Mill

GOLD MEDAL

TOILET PAPERS

"VALEO"



PURE MANILLA PAPER, THIN, SOFT and SANITARY. About 900 pieces, 12 oz. Rolls.

ENGLISH MANUFACTURE

"LYSOL"
MEDICATED



750 Pieces
12 oz. Rolls.

"SILKO"



AN UNMEDICATED PAPER SOFT and SILKY. About 750 pieces 12 oz. Rolls.

THIN, SOFT as VELVET and SOLUBLE.
NO INJURIOUS PRINT on PAPER.

THE MOST POWERFUL DEODORISING TOILET PAPER MADE

Treated with "LYSOL" under a pressure of 40 lbs. per square inch, which ensures a perfect non-irritating antiseptic paper.

Cartons



GOLD MEDAL

"IVA" Toilet Paper

About 1,000 Sheets in each Roll.

This is the premier Toilet Paper made, and combines all the important features of sanitary papers with the addition of a special antiseptic of recognised Medical value. It is carefully prepared by a process that ensures purity and softness, and yet renders it sufficiently resistant to make it an ideal paper for Toilet use.

Rolls



This Quality Suitable for Use in the Tropics. *Export Enquiries Solicited.*

Testimonials from "THE LANCET," "THE BRITISH JOURNAL OF TUBERCULOSIS," and LONDON'S LARGEST HOSPITALS.

Please Write or Telephone us for Samples—

The DRAYTON PAPER WORKS, LTD.

SOUTH PARK, FULHAM, S.W. 6.

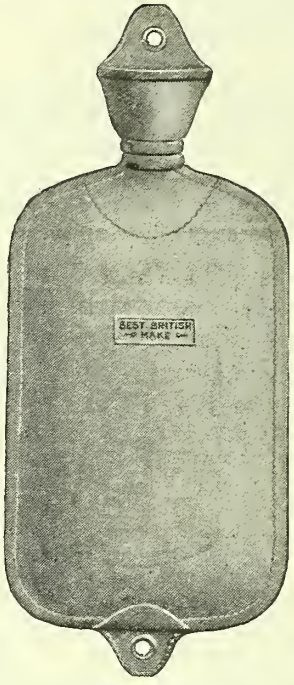
Telephone: FULham 5541.

HOT WATER BOTTLES

PREPARE FOR A RECORD SEASON!

ALL RUBBER

CAPACITY 3 PINTS



SOMETHING NEW!

MADE SPECIALLY FOR THIS HOUSE

BRITISH MADE

HAND MOULDED. SIZE 11″ × 7″

ROSE, GREEN, BLUE, BRICK

PER **20/-** DOZ.

QUANTITY REDUCTIONS ON APPLICATION

Covers for this bottle:

FANCY RIPPLE, 5/- Doz. VELOUR, 7/9 Doz.

This year's hand-moulded bottle will be a record seller, for in addition to its present popularity it is now presented with the following new "selling" features:

1. Supplied in assorted colours, Rose, Green, Blue, Brick.
2. Fitted with an Improved Stopper.
3. A Spare Washer attached to each bottle.

ARTHUR BERTON LIMITED

BRITANNIA HOUSE

256-260 OLD STREET, LONDON, E.C.1

Glasgow Branch: 29/31 DUKE STREET

Manchester Branch: 36 CHAPEL STREET

A CENTURY OF SERVICE TO PHARMACY

Staff Allens

1833 1933

- MANUFACTURING CHEMISTS
- MEDICINAL PLANT CULTIVATORS
- ESSENTIAL OIL DISTILLERS
- DRUG MILLERS



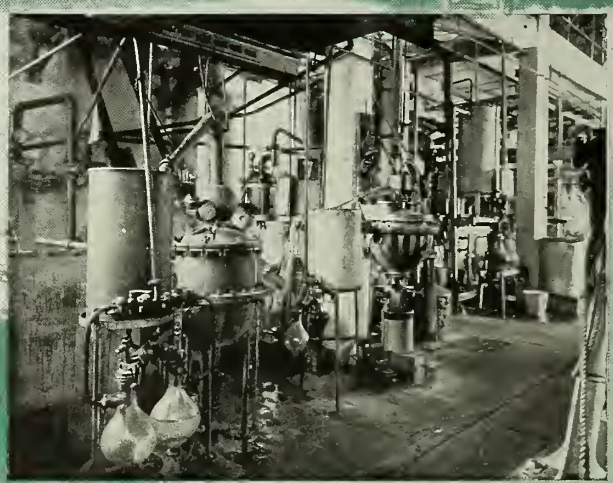
EXTRACTS
(Solid Liquid)
TINCTURES
POWDERED
RUGS & GUMS
RESINS
HARMACEUTICAL
PREPARATIONS



WET PACKING FLOOR



LABORATORY



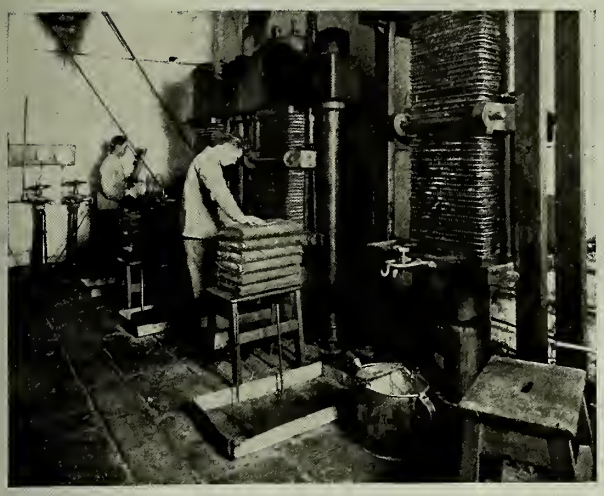
STILL ROOMS



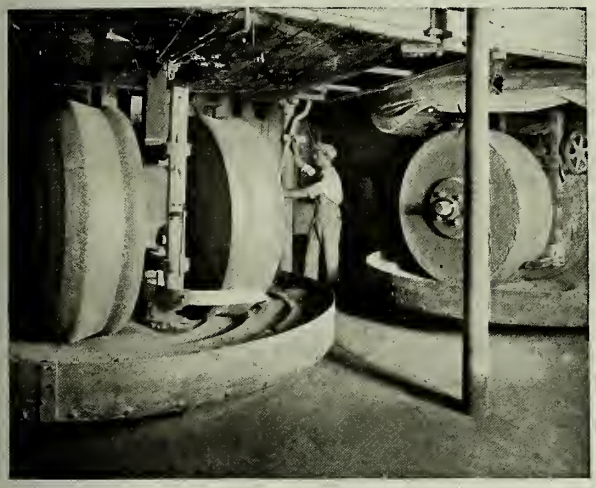
sting Pyrethrum

TAFFORD ALLEN & SONS LTD.

COWPER STREET + LONDON, E.C.1



ALMOND PRESSING



EDGE RUNNER MILLS



EVAPORATING PLANT

ENGLISH
DISTILLED OILS
EXPRESSED OILS
TERPENELESS
OILS
ISOLATES
CONCENTRATES
ESSENCES

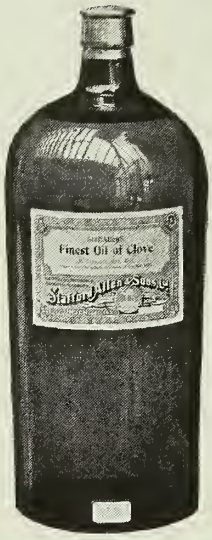
Harvesting D

STAFFORD ALLEN & SONS LTD.

LONG MELFORD • SUFFOLK

Codes: Bentley and appendix, A.B.C., 6th Edition, Lieber and Marconi

A FEW OF STAFFALLENS SPECIALITIES









STAFFORD ALLEN & SONS LTD

COWPER STREET, LONDON, E.C.2

Just to remind you

THE NEW ADDRESS *of*
EDWARD TAYLOR Ltd.

is now

The "NOBEL" FACTORY
MONTON, ECCLES, LANCASHIRE
GLASGOW, BIRMINGHAM, LONDON
Established 1847

At the new factory, over 80 years' experience has been linked with the most up-to-date machinery and the very latest methods of production and packing.

THE NAME

Taylor's

REG.D No. 501079

is a registered Trade Mark for
MEDICAL & SURGICAL PLASTERS OF EVERY DESCRIPTION
including

Flexoplast Regd
ELASTIC
ADHESIVE
BANDAGE

Emergoplast Regd
The EMERGENCY PLASTER DRESSING
THE
EMERGENCY PLASTER
DRESSING

ZINC OXIDE
PLASTER
in the patent Shell Spool

BAISS BROTHERS & CO. Ltd.

WHOLESALE DRUGGISTS AND MANUFACTURING CHEMISTS

Druggists' Sundries and Surgical Appliances

DRUGS All drugs for sale and use are carefully selected and graded and customers can rely on our superior and uniform quality.

CHEMICALS We hold stocks of all the chemicals normally required in Modern Pharmacy and guarantee them to answer the requirements of the official standards.

PHARMACEUTICAL PREPARATIONS Prepared in our well-appointed laboratories under scientific supervision and subjected to rigorous analytical control. We particularly specialise in such well-known articles as SYRUP FERRI PHOSPH. CO., LYSOL (Baiss), COD LIVER OIL EMULSION C HYPOPHOSPHITES (Baiss), TINCTURES, EXTRACTS, SYRUPS, OINTMENTS, SALINES, PILLS, TABLETS, etc.

SUNDRIES Our fully-equipped druggists' sundries and surgical instrument departments hold large stocks and welcome your enquiries for N.H.I. DRESSINGS AND SURGICAL APPLIANCES. Special rates for quantities and contracts.

PACKED GOODS PROPRIETORS OF "THREE BEES BRAND" and "GRANGE BRAND." All suitable lines attractively packed with own name on minimum agreed quantities.

Customers' own formulæ prepared and packed. Confidential work undertaken.

PROMPT DELIVERY PRICES ON APPLICATION

OFFICES AND LABORATORIES:

174-176 Grange Rd. Bermondsey, S.E.1

Phone: BERMONDSEY 1301 (3 lines) 'Grams: IPECAC, LONDON

'KOF-OH' BRAND PROPRIETARIES

1/3	KOF-OH Brand Cough Cure	11/6 doz.
3/-	" " " " "	27/- "
1/3	" " " " " Tablets	11/6 "
4d.	" " " Wonder Ointment	2/8 "
7½d.	" " " Clear Corn	4/6 "
1/3	" " Liniment (Govt. Stamped)	12/- "
3/-	" " " " "	28/- "
3/-	" " Pile Cure (triple Treatment) (Govt. Stamped)	28/- "

SPECIAL TERMS for assorted order value £2 nett. 10% allowed for 14 days' Window Display.

Free Packages. Carriage Paid

KOF-OH Co., Ltd. Manufacturing Chemists

MINERA ST. EVERTON LIVERPOOL

English Filter

POSTLIP

Papers

SQUARES
CIRCLES
FOLDED
ROLLS

WHITE
GREY
PLAIN
ANTIQUE
EMBOSSED
CRINKLED

SAMPLES FREE



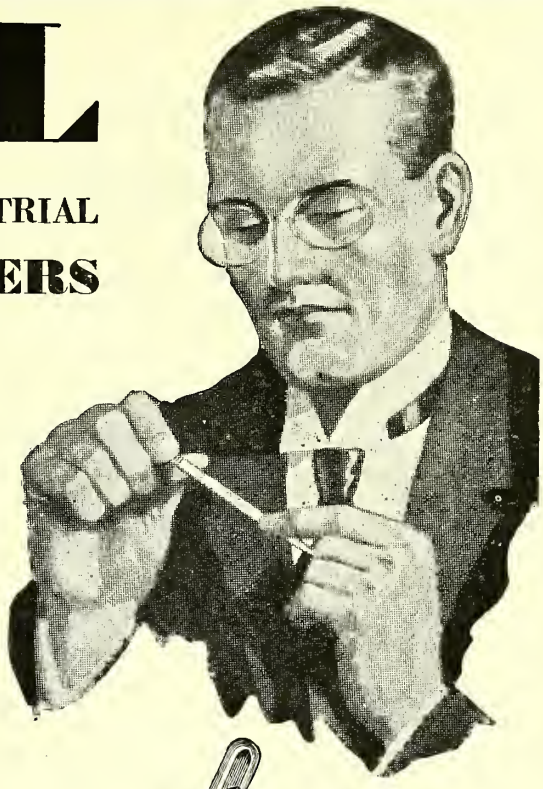
Postlip Filterings are stocked by all the leading Wholesale Laboratory Dealers.

Evans, Adlard & Co. Ltd

Postlip Mills, Winchcombe, Cheltenham.

ZEAL

CLINICAL, HOUSEHOLD & INDUSTRIAL THERMOMETERS

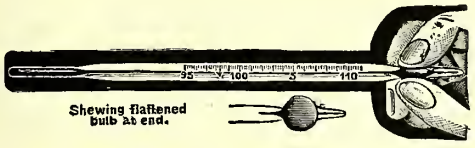


The choice of experts

The world can offer nothing finer than Zeal's Clinical Thermometers, and the prices are no higher than those of the nondescript makes.

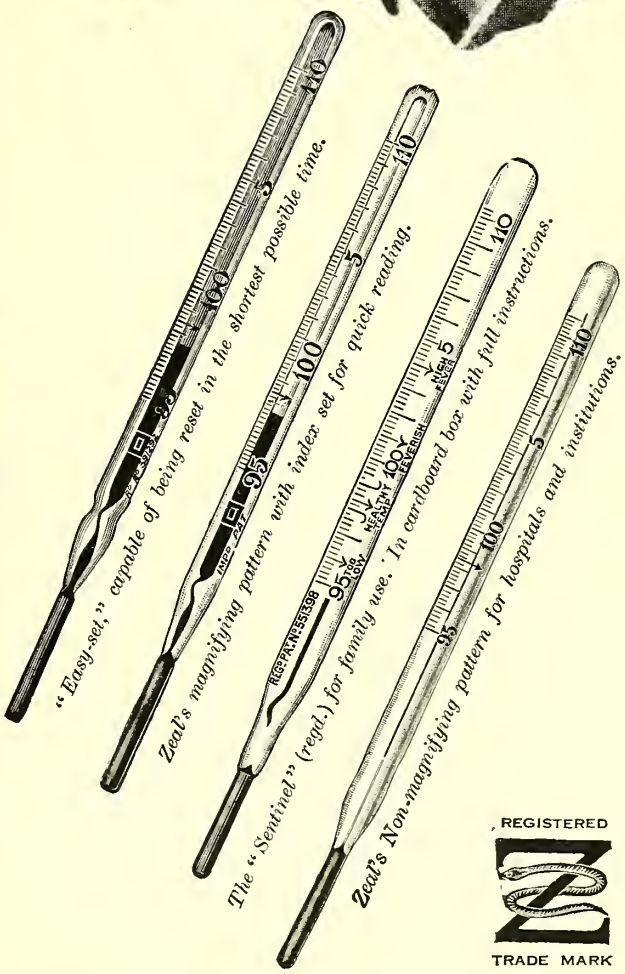
Similarly, the Household, Bath, Sick Room, Laboratory and Works Thermometers, are all the best of their kind, and are not only guaranteed to be accurate when sold, but guaranteed to remain permanently accurate.

THE REPELLO (*Regd.*)



NO SHAKING DOWN REQUIRED

THE PERFECT THERMOMETER FOR A MEDICAL MAN



G. H. ZEAL Ltd.

75-77 ST. JOHN ST.
LONDON, E.C.1

Telephone: Clerkenwell 9658/9659

IMPORTANT ANNOUNCEMENT

For the past year the Chesebrough Manufacturing Company Cons'd have assisted in the distribution of

LISTERINE PRODUCTS

The Lambert Pharmacal Company desire to take this opportunity to express sincere appreciation of their very able co-operation, and now have to announce that effective

JULY 1st 1933

The Lambert Pharmacal Company will assume exclusive control of the distribution of all LISTERINE PRODUCTS,

Accordingly, all orders should be placed through the usual wholesale channels or sent direct to :—

LAMBERT PHARMACAL COMPANY

38 Standard Road,
Park Royal, London,
N.W.10

Telephone: WILLESDEN 1367

S.O.S

THE UNFAILING REMEDY for INFLUENZA is H. B. T. FLU' PILLS

Used with unbroken success for over 20 years for Influenza—Pleurisy—Pneumonia — Rheumatic Fever — Lumbago, etc., and with signal success in the present epidemic. A polychrest with remarkable and extensive healing powers. Recommend them to your clients and gain their gratitude.

In bottles 1/3 and 2/6

Terms 33⅓ per cent. Over £2 carr. paid.

HUNTER BEATTIE
GLASGOW, S.E.

ARCHANIUM

RECOGNISED BY MANY DOCTORS AS THE

BEST REMEDY *for*

RHEUMATOID ARTHRITIS, OSTEO-ARTHRITIS, LUMBAGO, SCIATICA, NEURITIS, RHEUMATISM.

Liberal Terms.

Write for full particulars to:

Distributors: STAPLETON & SON, Yew Tree Rd., SOUTHBOROUGH, Kent.

Rep. in Ireland: R. I. VINT, 6 Elgin Rd., Dublin

NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessaries from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—

OSCAR SCRUTON & CO., YORK

Products of—
BENGER'S FOOD Ltd.

BENGER'S FOOD for INFANTS, INVALIDS and the AGED.
Has been used for over forty years with great success.
The "Lancet" describes it as "Mr. Benger's admirable preparation."

LIQUOR PEPTICUS (Benger).
An exceedingly active fluid pepsine. Dose, one or two teaspoonfuls with meals. In 4, 8 and 16 oz. bottles.

BENGER'S PEPTONISING POWDERS.
Half a powder will peptonise a pint of milk, gruel, beef tea, etc., in a few minutes. In boxes of 6 and 12 powders.

LIQUOR PANCREATICUS (Benger).
Containing all the active principles of the fresh pancreas. Used to prepare peptonised or partially digested milk and other articles of food.

BENGER'S PANCREATISED LENTIL FLOUR.
Can be used in the same way as Benger's Food, for which it may be substituted when a change of diet is desirable.

'EXTOMAK' (Trade Mark).
An active and natural desiccated stomach product, preferable in all respects to Liver Extracts—see the "British Medical Journal" dated 8th February, 1930. Supplied in tins of two sizes No. 1 and No. 2.

BENGER'S PEPTONISED BEEF AND CHICKEN JELLIES.
Nutritive delicacies for Invalids. In glass jars.

BENGER'S ESSENCE OF RENNET (Curdling Fluid).
The highest quality sweet essence, which can be safely used for obtaining whey for professional use in Infant and Invalid Feeding. Makes excellent Junket. In bottles of various sizes.

PEPSIN PILLS (Benger).
Represent the active principle of the Liquor Pepticus in the form of tasteless coated pills in convenient and effectual form. In bottles of various sizes.

PANCREATIN PILLS (Benger).
Contain the purified digestive principles of the fresh Pancreas, and are coated with Keratin to protect them from the solvent action of the gastric juice, until they reach the duodenum, where they will rapidly dissolve. In bottles.

EXTRACT OF RED MARROW.
An agent capable of affording valuable aid in the treatment of Anæmia, and also of Oligæmia due to loss of blood.

LIQUOR THYROIDIN.
A glycerine and water extract of selected fresh Thyroid glands obtained from healthy sheep.

NEW PRODUCT

BENGER'S FOOD BISCUITS. Contain a suitable quantity of Benger's Food as prepared with fresh new milk, and provide a sustaining food-stuff having distinctive digestive properties. In tins at 1/9 each.

Of all Wholesale Houses and Shippers, or from the Manufacturers,

BENGER'S FOOD LTD., Otter Works, MANCHESTER
NEW YORK, U.S.A. 41 Maiden Lane. SYDNEY, N.S.W. 350 George Street.
CAPE TOWN, S.A. P.O. Box 573.

BENGER'S Food
TRADE MARK

UNCHALLENGED! BRITAIN'S FAVOURITE



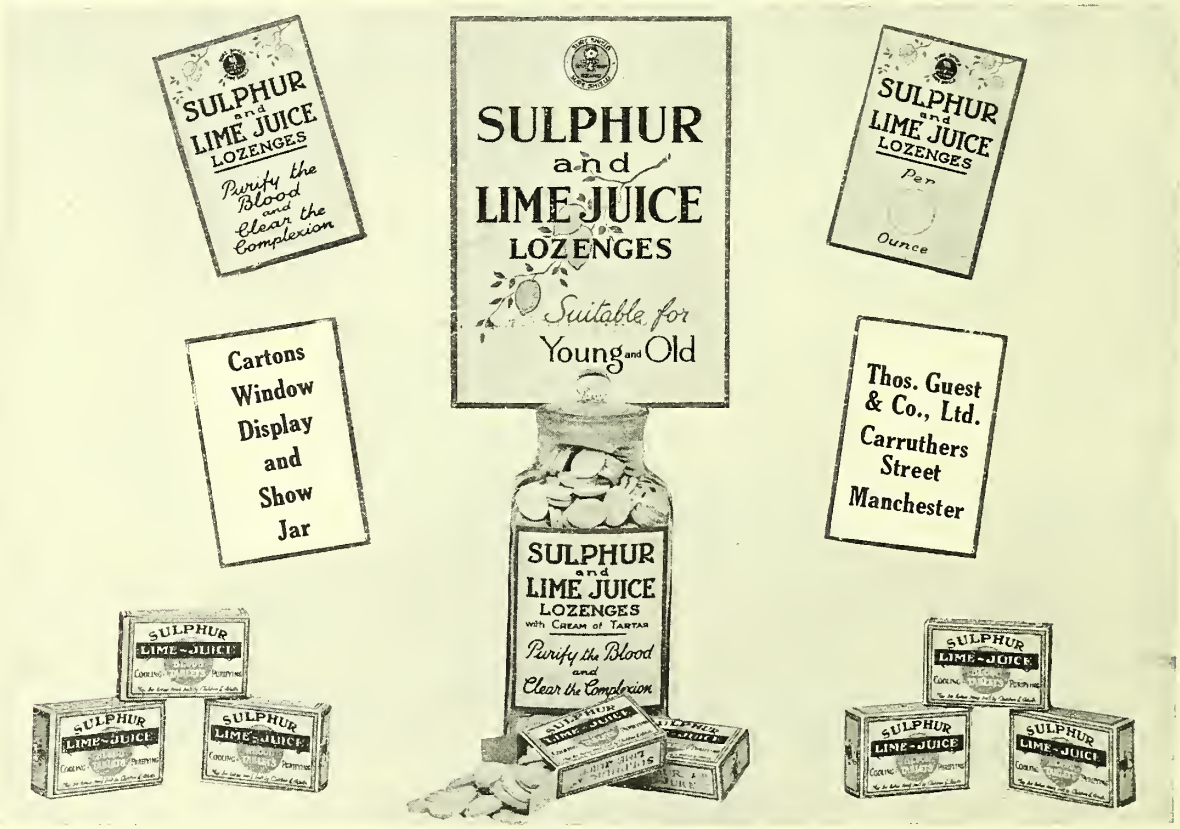
The magnificent sales record established by GRIPS First-Aid Pastilles last winter shows that they still hold the supreme position they gained a generation ago. The British public knows the goodness of GRIPS and buys them by name. Every dealer who wants to build up a sound, steady-selling cash line should display GRIPS prominently. The profit is generous, and the sales are continuous throughout the cool weather.

Agents to the Wholesale & Retail Chemists Trade:—

THOS. CHRISTY & CO.,
4/12, OLD SWAN LANE, LONDON, E.C.4

GRIPS'
FIRST-AID PASTILLES

Made by Lightbowns Ltd., Accrington.



SAMPLE AND PRICE ON REQUEST

BURROUGH'S

TRY THE EXTRA RECTIFIED

FOR YOUR PERFUMERY

S V R

FOR YOUR TINCTURES

AND

ABSOLUTE ALCOHOL

DUTY PAID and DUTY FREE for EXPORT and SCIENTIFIC PURPOSES.

WINES — SPIRITS

"Quinta Real" Elegant Old Tawny Port.

Burrough's Invalid Port.
Ports for Medicating Purposes.
"Donzardo" Sherry — Delicate Pale Dry.
Sherry for Ipecac. Wine.
Lime Juice Cordial.
British Sherry.

"Bourg Frères" Champagne, in Botts., ½-Botts., and ¼-Botts.
Orange Wine B.P.
Orange Quinine B.P.
"Bell Bird" Australian Wines.
Lemon, Orange and Grape Squashes.

British Ruby and Tawny—Port Style.
"BEEFEATER" Gin—Purest and Best.

"WHITE CROSS" WHISKY, BRANDY and RUM

Write for Samples and Quotations stating if you hold a Wine Licence.

JAS. BURROUGH Ltd. 4 Cale Distillery, Lambeth, S.E.11

Telegrams: "Burrocale, Phone, London." Estab. at Chelsea 1820. Telephone: Reliance 1166

Doctors have known and prescribed Argyrol for over twenty five years

NOW, its wider use means they will prescribe it even more!

ARGYROL

Registered Trade Mark

brand SILVER VITELLIN

7/6 per oz. c.f.

As medical science advances, Argyrol is used increasingly by Hospitals and Physicians to combat the virulent and obstinate strains of micro-organisms which are found to invade the delicate mucous membranes. The Medical Profession is now being reminded by literature and specialised advertising in the principal Medical Journals that Argyrol is an original product, unique in composition and therapeutic effectiveness. Be sure that you have genuine Argyrol brand Silver Vitellin available for prescriptions.

Sole Distributors: **FASSETT & JOHNSON LTD., 86, CLERKENWELL ROAD, E.C.1**

THE SPECIAL BONUS OFFER

which has been circulated to the trade shows profits up to 91% on outlay on Collosol preparations.

The medical profession are now in possession of the monograph 'A New Force in Antisepsis' introducing the Karvol series of products, all of which are incorporated in the Bonus terms offer.



Apply at once if particulars are not already to hand.

THE CROOKES LABORATORIES

(British Colloids Ltd.),

PARK ROYAL, LONDON, N.W.10

'Phone: Willesden 6313 (3 lines). 'Grams: Collosols Harles, London.

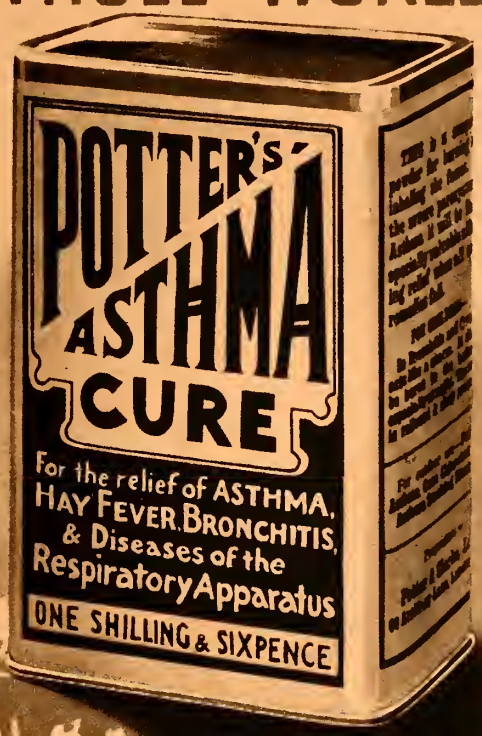
KNOWN THE WHOLE WORLD OVER

consistently advertised
in all the great
national newspapers
thus ensuring a
big demand

RETAIL 1/6 P.A.T.A.

WHOLESALE 14/- PER DOZ.

Packed in half-dozens



POTTER'S Asthma Cure

POTTER & CLARKE LTD

60-64 ARTILLERY LANE, LONDON, E.1

MANCHESTER: 24 LUNA STREET, GREAT ANCOATS

Phone: Bishopsgate 4761 (5 lines) *Grams: "Horehound, Phone, London"*

POTTER'S *Catarrh Pastilles*

The well-known remedy for all bronchial complaints. National advertising and unvarying quality ensure a constant sale.

P.A.T.A. 1/3 11/- doz.
IN BOXES OF ½ DOZENS



Stock up now for "all-the-year-round" sales

POTTER & CLARKE LTD

60-64 ARTILLERY LANE, LONDON, E.1

MANCHESTER: 24 LUNA STREET, GREAT ANCOATS

Phone: Bishopsgate 4761 (5 lines) *Grams: "Horehound, Phone, London"*

"WINGED LION" BRAND GALENICALS

LIQUID EXTRACTS
TINCTURES
SYRUPS
INFUSIONS
DECOCTIONS
EMULSIONS
and all
Pharmaceutical
Preparations



POTTER & CLARKE LTD

60-64 ARTILLERY LANE, LONDON, E.1

MANCHESTER: 24 LUNA STREET, GREAT ANCOATS

Phone: Bishopsgate 4761 (5 lines) *Grams: "Horehound, Phone, London"*

Arnaud's

Toilet Preparations



ARNAUD'S BRILLIANTINE

ARNAUD'S TOILET PARAFFIN

ARNAUD'S HONEY & FLOWERS

1 oz. retail 6d. per doz. 4/-
2 oz. „ 9d. „ 6/-
4 oz. „ 1/3 „ 9/-

ARNAUD'S BAY RUM

4 oz. 10½d. per doz. 5/6

POTTER & CLARKE LTD

60-64 ARTILLERY LANE, LONDON, E.1

MANCHESTER: 24 LUNA STREET, GREAT ANCOATS

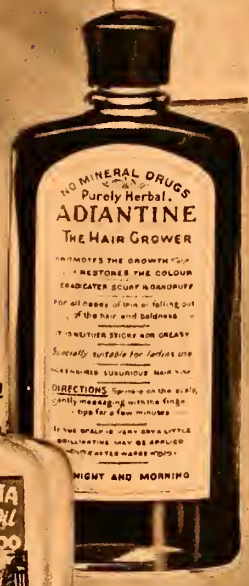
Phone: Bishopsgate 4761 (5 lines) Grams: "Horehound, Phone, London"

Lido Sunburn Lotion

2 oz. Retail 6d. per doz. 4/-
4 oz. „ 10½d. „ 7/6









CASSONA
HAIR CREAM
2 oz. Retail 9d. per doz. 4/-
4 oz. „ 1/3 „ 7/-

ARNAUD'S
PINE TAR SHAMPOO
2 oz. Retail 6d. per doz. 4/-
4 oz. „ 10½d. „ 7/-

BORALIA
COCONUT OIL
SHAMPOO
2 oz. Retail 9d. per doz. 4/-
4 oz. „ 1/3 „ 7/-

ADIANTINE
4 oz. Retail 1/3 per doz. 9/6

POTTER & CLARKE LTD
60-64 ARTILLERY LANE, LONDON, E.1
MANCHESTER: 24 LUNA STREET, GREAT ANCOATS
Phone: Bishopsgate 4761 (5 lines) Grams: "Horehound, Phone, London"

Pot Pourri in great variety

write for Full List

No. 3. Cherub Design
28/- per doz.

No. 9a. Canopy Design
44/- per doz.

No. 15. Floral Basket
18/- per doz.

No. 11. My Lady's Garden Wooden Box
14/- per doz.



POTTER & CLARKE LTD

60-64 ARTILLERY LANE, LONDON, E.1

MANCHESTER: 24 LUNA STREET, GREAT ANCOATS

Phone: Bishopsgate 4761 (5 lines) *Grams: "Horehound, Phone, London"*

MALTED SLIPPERY ELM FOOD



In three sizes.

Retail Prices - - 9d., 1/8, 2/-

Per dozen 6/6, 15/-. 1/6 each

P. A. T. A.

This remarkable Food has been described as the most nourishing in the world. It has a beneficial and soothing effect in all cases of gastritis, colitis, etc.

Free samples for counter distribution.

Handsome Showcard supplied with all orders.



Dr. Thompson's

DANDELION COFFEE

for Dyspepsia

Made entirely from English Dandelion Root, Roasted and Ground.

1/- Enamelled Tins.
P.A.T.A. 8/- doz.
1/9 " - 15/- "
3/- " - 28/- "

POTTER & CLARKE LTD

60-64 ARTILLERY LANE, LONDON, E.1

MANCHESTER: 24 LUNA STREET, GREAT ANCOATS

Phone: Bishopsgate 4761 (5 lines) Grams: "Horehound, Phone, London"

HERBS *in* PACKETS



CULINARY HERBS
1½d. Packet. 1/1 dozen
12/- gross.

MEDICINAL HERBS
2d. Packet. 1/4 dozen
15/- gross.

New Season's Camomile Flowers, English Medicinal Herbs and Extracts, Poppy Heads, White Clover Honey, &c.

POTTER & CLARKE LTD

60-64 ARTILLERY LANE, LONDON, E.1

MANCHESTER 24 LUNA STREET, GREAT ANCOATS

Phone Bishopsgate 4761 (5 lines) Grams "Horehound, Phone, London"

"STRENTHOL"

REGD.

HEALTH IRRADIATED STRENGTH

VITAMIN MALT

This Preparation is a guaranteed product and contains the Essential Vitamins in a convenient form. It is pleasantly flavoured, and can be given to young and old with perfect safety and assured benefit. Where Cod Liver Oil and preparations thereof cannot be taken, "Strenthol" Vitamin Malt will be found of great value.

ASK FOR

"Strenthol" Vitamin Malt

(Irradiated)

Prices—1-lb. jar, 1/9 2-lb. jar, 3/- 4-lb. jar, 5/-

See that each jar STEENBOCK PROCESS E.P. 236197 *bears this design*

Also ask for

Sunray Malt Extract and Malt & Oil, Bonum Irradiated Emulsion, Lactomaltine, Golden Grain Malt Extract and Malt & Oil, Kem-Malt (Malt Extract with Parrish's Food), Kem-Malt & Oil (Malt & Oil with Parrish's Food), Bonum Cod-Liver Oil Emulsion, Sunray Vitamin Cream, Liquid Extract of Malt, Special Liquid Cascara, Cascara Cordial, Sunray and Lucca Cream Olive Oils and general Packed Specialties.

Harkness, Beaumont & Co. Ltd.

Manufacturing Chemists

Leith, Edinburgh

Telephone : LEITH 1326–1328 Telegrams : MERCURY, EDINBURGH



YOUR CUSTOMERS
can easily make
PURE BEER
AT HOME

FOR 1D PER PINT : ALE OR STOUT
FROM
VIGGORMALT

THE PURE
TRIPLE-STRENGTH EXTRACT OF
RICH MALT & HOPS *ONLY*
(NOTE THAT WORD "ONLY")
NO SUGAR OR OTHER ADULTERANT IS ADDED TO MAKE BULK AND CHEAPEN COST

YEAST SUPPLIED FREE WITH EACH TIN

NO MILLING MASHING BOILING OR FILTERING

Simply Add Cold Water

WHY IT PAYS YOU TO STOCK VIGGORMALT

1. BECAUSE it is the only preparation for the making of pure Beer upon which you can stake your reputation.

2. BECAUSE you can recommend it with the knowledge that it contains no substitutes for Malt and Hops, but only the **real thing.**

3. BECAUSE greater sales have decreased overheads per unit, enabling us to offer liberal extra discounts to the dealer!

CARRIAGE PAID ON ALL ORDERS

FULL PARTICULARS OF TRADE TERMS AND ATTRACTIVE DISPLAY MATERIAL SUPPLIED IMMEDIATELY ON REQUEST TO THE VIGGORMALT DISTRIBUTORS:

FASSETT & JOHNSON, LTD.
86 CLERKENWELL ROAD, LONDON, E.C.1
Sole Manufacturers:
VIGGORMALT Ltd., Davigdor Road, Hove, Sussex

LOSALL'S SALT

Sells freely and readily. PAYS 50% ON OUTLAY
An infallible remedy for

GOUT, RHEUMATISM, ECZEMA and SKIN AFFECTIONS.



P.A.T.A.
4 oz. tins 1/-
8/- doz. net
8 oz. tins 1/9
14/- doz. net
Bottles 2/-
16/- doz. net

Attractive advertising matter supplied on application
SOLD EVERYWHERE

Manufactured by
LOFTHOUSE & SALTMER, Ltd.
HULL



ENGLISH DRIED MILK

Enquiries are solicited for the following:—

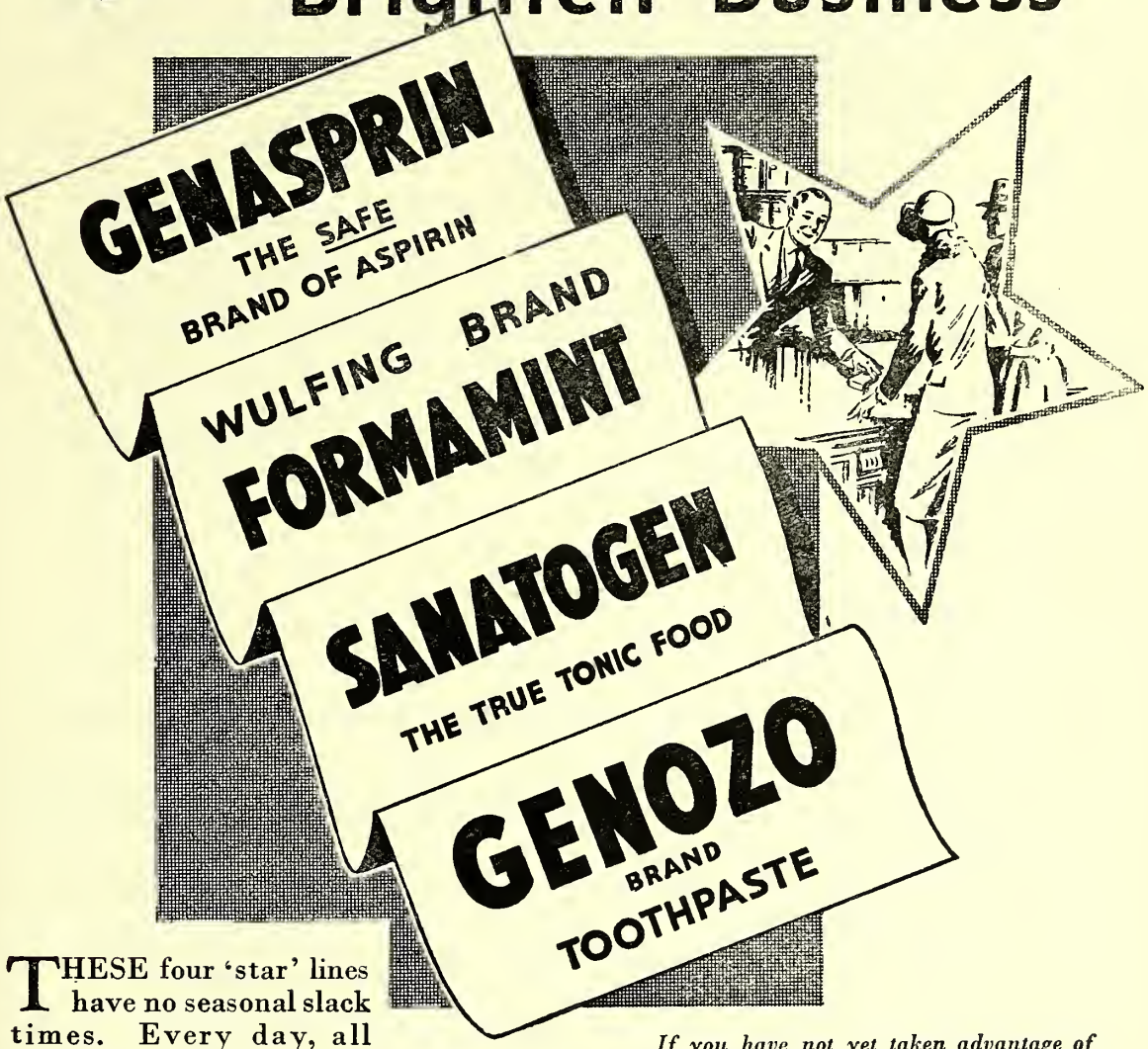
Full Cream "Dorsella" Dried Milk
Half Cream
Separated "Paragon"
Casumen, Soluble Milk Proteid
Sweet Whey, Crystals or Powder
Kencream for Puppies
Unita (Dorsella and Casumen)

SUPPLIED IN BULK, TINS OR CARTONS

Quotations and samples on request

PRIDEAUX'S, LTD.
MOTCOMBE, SHAFTESBURY, DORSET
'Phone No.: **Shaftesbury 4**

4 star lines that Brighten Business



THESE four 'star' lines have no seasonal slack times. Every day, all through the year, the demand never disappoints you—it goes on steadily increasing. For Doctors prescribe them. Consistent advertising widens the demand. And they are recommended by Customer to potential Customer because they do all that is claimed for them.

The Profit on each line for you is a really generous one—especially if you buy them on Direct Cash Terms

If you have not yet taken advantage of these special terms, why not write to us at once for full particulars? They will be forwarded by return.

Genatosan
LIMITED

Loughborough *Leicestershire*

Telephone: Loughborough 292. Telegrams: "Genatosan, Loughborough."

for Medical & Pharmaceutical Products

consult the House of

C&C LTD. TRADE MARK

COATES & COOPER LTD.
94 CLERKENWELL RD.
LONDON, E.C.3

TELEPHONE:
CLERKENWELL 4100

CODES:
A.B.C. 5th & 6th EDITION,
BENTLEY, PRIVATE

TELEGRAMS:
"SYNTHETICA," SMITH, LONDON

Agents throughout the Dominions—



"META"
SAFE SOLID
FUEL

In Packets:
10 bars - 6d.
20 „ - 1/-
50 „ - 2/3
100 „ - 4/-

"META" Appliances from 6d. to 6/3
Stock genuine "META" Appliances!

Para and
ORTHOTOLUOLSULPHONAMIDE
Para and Orthotoluolsulphochloride Chloramine—
SACCHARINE
SAVANIL, LYONS (FRANCE)

K-D AIR Desiccator!

The new quick-selling line that DETECTS AND CORRECTS DAMP

Our Selling Slogan is:
" Keep Damp out of everything you own"

Full Particulars, Literature, Display Matter, etc., "Meta" and "K-D," from Sole Distributors:

ELMESAN (London) LTD.
66 Victoria St., London, S.W. 1

AS DEMONSTRATED TO THOUSANDS AT "DAILY MAIL" IDEAL HOME EXHIBITION.



VISCOSITY

While Specific Gravity is useful as a means of grading Liquid Paraffin, Viscosity is the true test of quality.

As specialists in this material we can offer an Oil with a Viscosity of 290/300 seconds at 100° F.

"QUALITY COUNTS"

'PHONE: MARYLAND 4686

C.E. THURLEY & SON
UNITY WORKS
LATIMER ROAD E.7

GLUCOSE LIFES VITAL FORCE

2 "VITAL FORCES"

THAT BRING PROFITABLE BUSINESS

Here are two products that the public is demanding in ever increasing numbers . . . . They are "Karo" ("a step forward in infant foods") and "Dextrosol" brand Dextrose B.P. (Powdered Medicinal Glucose). Both fulfil a unique function—and both represent a ready source of profit for you. Link up with the "Karo-Dextrosol" advertising campaigns now running in the Medical and Nursing Journals . . . Display them prominently in your shop!

Send for Samples, Showcards and Literature



PRICES

"Karo"
Retail Price 2/6 per 2 lb. tin
Wholesale Price 21/- per dozen

"Dextrosol"
Retail Price 1/6 per lb
Wholesale Price 13/6 per dozen

Stocked by leading Wholesale Chemists

KARO

DEXTROSOL
(DEXTROSE B.P.)

POST THIS COUPON

To CORN PRODUCTS CO., LTD.,
Bush House, Aldwych, W.C.2

Please send me samples, showcards and literature for "Dextrosol" and "Karo"

Name .....

Address .....

C.D. 8

D.A. 64

ESTABLISHED 1793.

The Best and Safest Infants' Medicine of over 130 years' standing.

ATKINSON & BARKER'S INFANTS' PRESERVATIVE

Does not contain any Scheduled Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER

FINEST PURE LOFOTEN

COD LIVER OIL

Trade Mark AA

BRÖDR AARSÆTHER A/S
AALESUND, NORWAY

VETERINARY COD LIVER OIL A SPECIALITY

SOLE AGENTS FOR U.K. (EXCEPTING SCOTLAND)

Freudentheil, Smith & Co.,
21 MINCING LANE, LONDON, E.C.3

Tel. Add.: "Freudenruf" *Tel. No.:* Royal 6600

STOCKS HELD IN LONDON

AGENT FOR SCOTLAND:
ANDREW STEVEN & SON, GLASGOW

E. L. A.
EMULSION LACTOBACILLUS

A TREATMENT
FOR CONSTIPATION

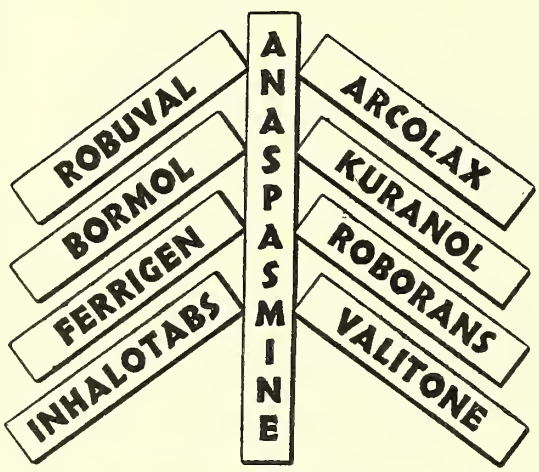
This emulsion is useful as a mechanical aid to defecation, of course, but it goes much further than that.
It contains enormous quantities of live bacillus acidophilus, the "friendly germ" whose job it is to maintain healthy conditions in the intestinal tract. It is an effective treatment for constipation.

12 oz. Bottles - **4/6**
80 oz. Winchesters - **25/-**
P.A.T.A. Terms

Emulsion Lactobacillus Acidophilus is stocked by all Wholesalers and is made in the LABORATORY OF

E. H. SPICER & CO., LTD.
WATFORD, HERTS.
And at 72 Wigmore Street, London, W.1

PRESCRIBED LINES



Manufactured and Advertised to the Medical Profession by

ROBERTS and CO.
Pharmaciens to H.M. The King
76 New Bond Street, London, W.1
and at Paris
'Phone: Mayfair 4173 'Grams: Parilond, London

GAVENDISH CHEMICAL CO. (New York), LTD.
137 Regent Street, London, W.1

TESTOGAN tablets and ampoules
THELYGAN tablets and ampoules
YOHIMBIN tablets and ampoules
LECITHIN-YOHIMBIN tablets and pills
LIPOLYSIN tablets and ampoules
BISMOLAN suppositories and ointment
ATOCIN tablets
ATOCIN with **ASPIRIN** tablets
MYOSTON Skeletal Muscle Extract
ELIXIR NEUROGENIC (Cavendish)
Literature and further information on application

GARFIELD TEA
FOR CONSTIPATION
PROMPT SHIPMENT
ALL SIZES
'Phone or Write:
GARFIELD TEA CO.
44 Foxbourne Road
BALHAM, LONDON, S.W.17

The Buyer's safeguard in purchasing Glandular Substances is the repute of the supplier.

PAINES & BYRNE, LTD.

Specialists in the supply of Medicinal Substances of Animal Origin offer

Gland Substances prepared from genuine gland tissue only, unadulterated, therapeutically active, and very moderate in price.

Products are standardized and tested wherever possible.

The following are always in stock:

DESICCATED GLAND SUBSTANCES

GLAND SOLUTIONS IN AMPOULES

GLAND LIQUORS

EXTRACTS, AND HORMONES

PEPSIN B.P. & U.S.P.

PANCREATIN B.P.

PEPTONES

HAEMOGLOBIN

GLYC. EXT.

RED BONE MARROW

IRON PEPTONATE, Etc.

Quotations Given for any Quantity, Bulk or Packed

ENQUIRIES TO:—

31 SOUTHAMPTON STREET
FITZROY SQUARE, LONDON, W.1

Telegrams and Telephones: Museum 5752 and 9880

Lightest, Medium, Dense, for Tooth Pastes and Tooth Powder; and other Grades for every purpose

PRECIPITATED CHALK

Also ***Finest Powdered Talc*** *and other* ***Chalks***

A. LEVERMORE & CO. LTD.
110 Cannon Street, London, E.C.4

Estab. 1868. Telephone: MANSION HOUSE 7300. Telegrams: LEVERMORE, PHONE, LONDON. Code: "ABC 6th Edition."

BESORBON

(Dr. Hill's Formula)
MEDICINAL SNUFF. ABSOLUTELY THE FINEST REMEDY FOR CATARRH AND COLD IN THE HEAD.

Richard Dickeson & Co. *(Incorporated with Reynolds, Sons & Co., Ltd.)* 57-59 CHARTERHOUSE STREET, LONDON, E.C.1

PARAFFINUM LIQUIDUM B. P.

EXTRA HIGH VISCOSITY

HOLROYD'S OIL & CERESINE CO., LTD.
3 New London St., London, E.C.3. *'Phone:* 3395 *Royal. Wires: Errikotroy Fen.*

FLETCHERS'
SPIRIT STOCK BOOK

Tenth Edition: Just Published.

FOR CLAIMING REBATE OF SUPER DUTY
(New Regulations)

THE EXTRA PHARMACOPOEIA, 20th Edition, 1932 p. 109.—"A well arranged Book is published by Messrs. FLETCHER, FLETCHER & Co., Ltd."

THE CHEMIST and DRUGGIST (Commercial Compendium) 6th Sept., 1930.—"The best known of its kind."

THE PHARMACEUTICAL JOURNAL, 4th Oct., 1930.—"The first of its kind."

A well-known Firm of PHARMACISTS write:—"We find your Book exactly the thing—suits the Excise Officer and suits us."

An OFFICER of CUSTOMS and EXCISE writes:—"Please send to . . . . . 'The Modern Pharmacy,' one of your splendid Books of Account."

A large FIRM of RECTIFIERS order "48 copies Fletchers' Spirit Rebate Record Book."

A MANAGER controlling twelve Pharmacies, 3rd March, 1933.—"I would be obliged if you would send me three (3) dozen of your Spirit Books."

Post Free on Receipt of Remittance for 1s. 6d.

FLETCHER, FLETCHER & CO., LTD.
Manufacturing Pharmaceutical Chemists,
Vibrona Laboratories, HOLLOWAY, LONDON, N. 7

The Antacid Digestant

BiSoDoL

(Regd. Trade Mark)
Invaluable for
INDIGESTION, DYSPEPSIA, HEARTBURN, ACIDITY, FLATULENCE, etc., etc.

BiSoDoL is recommended by Doctors, Dentists and Nurses throughout the Country.
Now available in three sizes 1/3, 3/-, 4/9.

BiSoDoL LTD.
12, Chenies Street, London, W.C.1.

PERRY'S
POWDERS

TRADE  *MARK*

GIVE A GOOD RETURN.
NICE TO HANDLE—EASY TO SELL
Wholesale from PERRY'S POWDERS, Ltd., LEEDS.

AYRTON'S for DRUGS



RESERVABLE SERIES



AYRTON, SAUNDERS & CO. LTD. LIVERPOOL & DUBLIN.

The RESERVABLE SERIES
of PACKED PHARMACEUTICAL PRODUCTS
OFFERED UNDER CHEMIST'S OWN NAME

ON THE OPPOSITE PAGE we give a composite presentation of Ayrton's 'Reservable Series' of Packed Pharmaceutical Preparations comprising the 'Star,' 'Mortar,' 'Anchor' and 'Purple Key' styles. Reprints of the actual labels are shown with photographic representations of a few of the hundred or more specialities offered in a range of sizes for each product. The series selected by a customer is reserved exclusively for him within a radius of two miles. Thus the Pharmacist has a means of preserving to himself his own labours, and of ensuring that repeat orders for specialities sold by himself, and for other items in his series, are directed back to his Pharmacy. The equivalent of this service would cost the individual chemist an enormous outlay in printing alone, and it would take years for him to make it comprehensive. Every item included in the Reservable Series is guaranteed as to quality, purity and dosage; the presentation is hardly approached in pharmaceutical circles, and every assistance is rendered in sales promotion.

SPECIAL WINDOW PELMETS
make a
DISTINCTIVE PHARMACY

Window Pelmets are now available for all RESERVABLE SERIES buyers. The applicable pelmet is supplied free of all charge. It is printed in the colour combination of the selected mark, and has great power in identifying the Pharmacy with the name and label style of the individual chemist. These pelmets are suitable to any window having a spread of 7 feet and are capable of being contracted to 5 feet. In addition, an unusual amount of display matter is supplied to all Reservable Series Customers, including counter bills and large cut-out window cards featuring the particular series, with inserts for over 100 preparations. By this means a constant change of window is possible according to the season and circumstances.

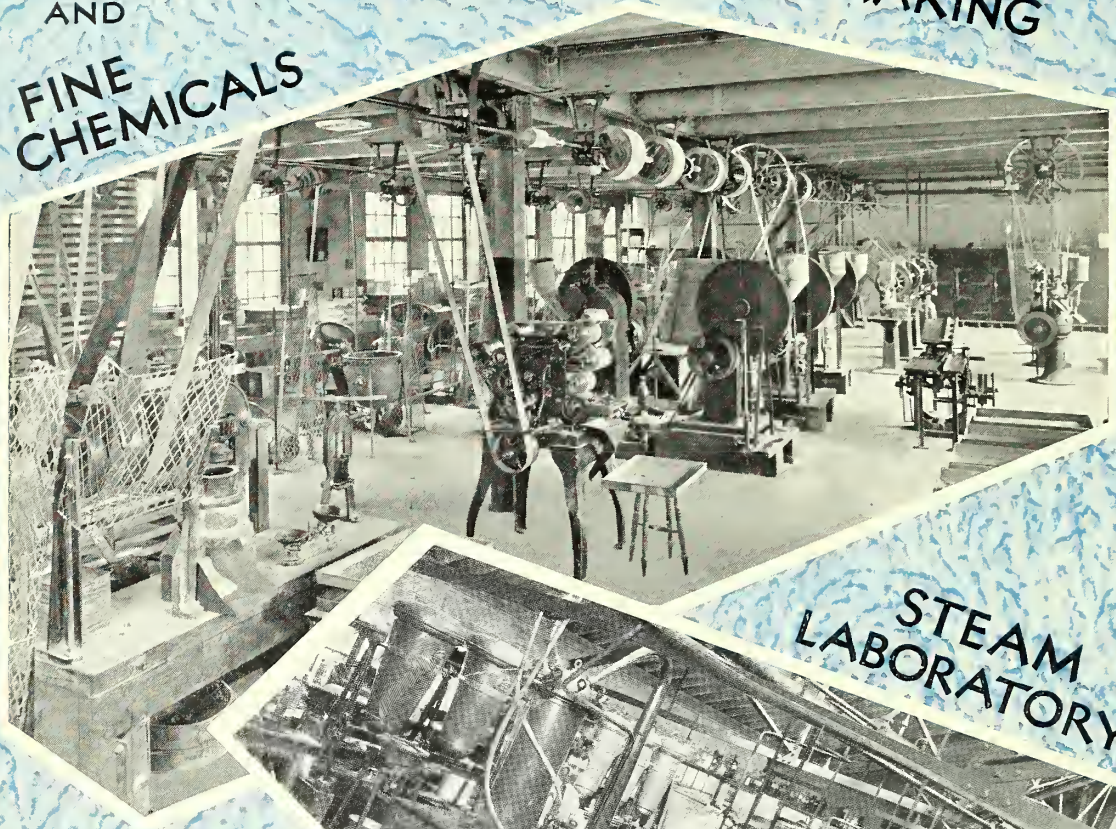
It should be noted that neither our name nor any other extraneous advertising is printed on this show material. It is wholly the chemist's own, identified with his 'own-named' labels, the design of which is reserved to him within a radius of two miles.

AYRTON, SAUNDERS & CO. LTD.
LIVERPOOL AND DUBLIN.

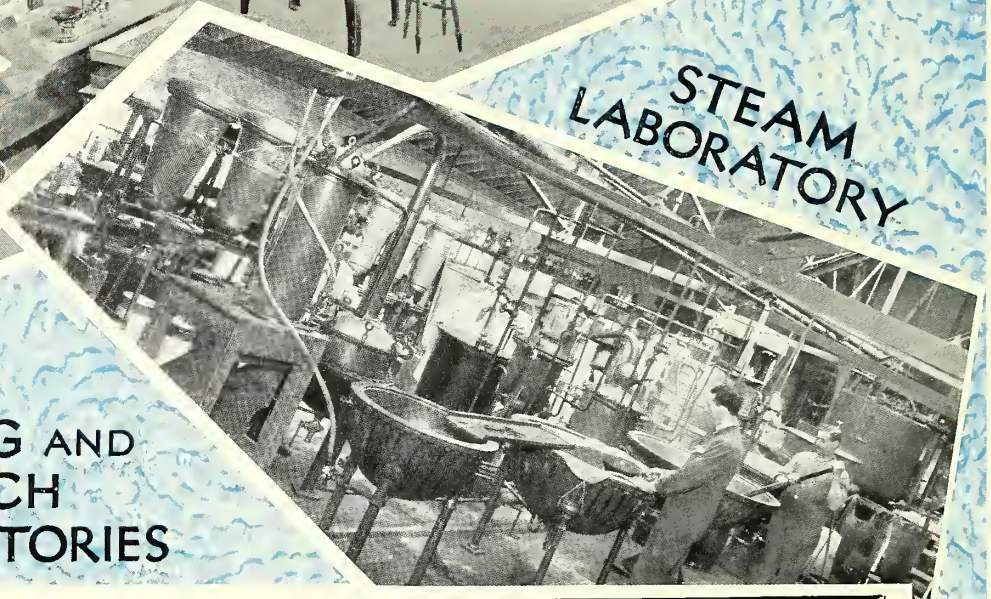
AYRTON'S *for*

DRUGS, GALENICALS AND FINE CHEMICALS

TABLET AND PILL MAKING



STEAM LABORATORY



TESTING AND RESEARCH LABORATORIES

AYRTON, SAUNDERS & CO. LTD.

The complete service for Chemists

34 Hanover Street,
LIVERPOOL.

44-46 North Lotts,
DUBLIN.

Judge PRICE by seeking QUOTATION and QUALITY by seeing a SAMPLE.

Sample or specimen of any product or pack sent on request to any TRADING CHEMIST.

INTRODUCING

SUNSWEETS CHEMISTS' QUALITY CONFECTIONERY

Sunsweets Chemists' Quality Confectionery are made only for Chemists' trade.

Every sweet wrapped separately in Cellophane Paper, and under most hygienic conditions.

All products of "SUNSWEETS" Confectionery have been analysed by the British Analytical Control for which every jar carries a certificate of its high quality and purity.

SOLD RETAIL 6d. PER QUARTER

Send for Samples and Prices to—

SUNSWEETS LTD., RUSSELL STREET, PETERBOROUGH

PURE ORANGE WINE

A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P. 1914.) Prepared in strict accordance with the Formula of the British Pharmacopœia. (Wholesale only.)
Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

LUCOZADE

Regd. Trade Mark

NUTRIENT FOOD BEVERAGE

Is the solution to the problem of administration of medicinal glucose in a pleasant and readily assimilated form.
Intensive medical propaganda ensures a steady demand.

Introduced and manufactured by—
W. OWEN & SON, *Manufacturing Chemists,* **151 BARRAS BRIDGE, NEWCASTLE-ON-TYNE**
Est. 1847
Free sample, Literature and Terms, gladly sent on request.

Award—LONDON 1881—"For Excellence of Quality."

"ZINYL"

ZINYL TRADE MARK

VITAMIN MALT

This preparation is a pure Barley Malt Extract with Vitamins A and D added.

It has been proved to be of great value in the treatment of deficiency diseases.

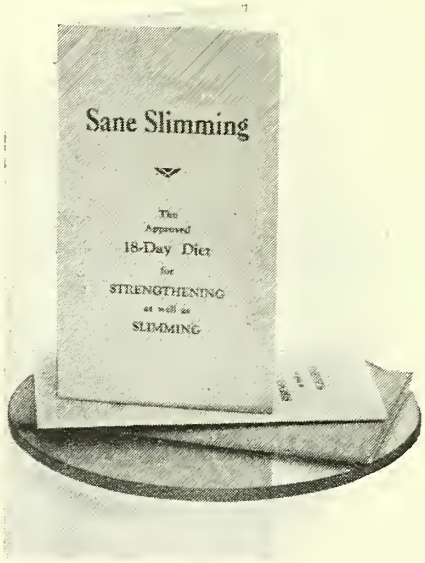
It is guaranteed to contain:—
2,000 units Vitamin A
1,000 units Vitamin D
per ounce,
and is also rich in Vitamin B.

1 lb. JARS **14/-**
2 lb. JARS **25/-**
PER DOZ.

1 cwt. DRUMS
77/6 cwt.

H. E. STEVENSON & CO., Ltd.
Wholesale Export Druggists and Manufacturing Chemists,
10 Pancras Lane, Queen Victoria St., London, E.C.4

Here is an excellent method of Getting Customers into your Pharmacy



Display these Folders on weight reduction in your Establishment. They contain, in addition to an approved diet scheme, A DAILY WEIGHT RECORD CHART, so that all who are interested in healthy slimming are induced to visit you daily to test their weight.

SEND FOR A SUPPLY TODAY

The Diet is a modified form of that known as the Hollywood Diet, but the inclusion of ENERGEN BREAD removes objection, and is approved by the Medical Profession.

Your sales of Energen Products will increase.

Energen FOODS Co., Ltd.

WILLESDEN, LONDON, N.W.



Physical Energy after the famous statue by G. Watts, R.A.

LIQ. IODI. MIT. B.P.

SYR. HYPO. Co. Standard and Red.

SYR. FICOR Co. B.H.

SYR. PARRISH B.P.

ESS. RENNET B.H.

At Special rates - - Ask for price

BLACKWELL, HAYES & CO. LTD.

Manufacturing Chemists

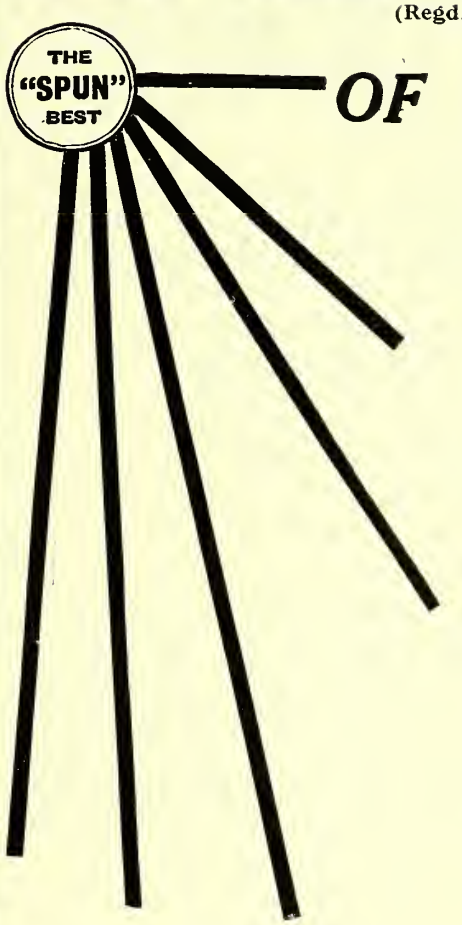
54-58 Moor Street

BIRMINGHAM

THE FINEST OINTMENTS ARE

SPUN

(Regd. Trade Mark)



OF COURSE!

PRICES OF BULK AND PACKED OINTMENTS UPON APPLICATION.

ALL DRUGS AND PACKED MEDICINAL AND TOILET LINES

MANUFACTURERS OF
"LAXAGAR" EMULSION
"VUNDI"
PEROXIDE OF HYDROGEN
"VUNDI" LYSOL ETC., ETC.

THERMOK-ALINE
(Cataplasma Kaolin B.P.)

ROBERT BLACKIE

SHEN WORKS,
TOWER BRIDGE RD.,
LONDON, S.E.1

Telephone: HOP 2422
Telegrams:
"USHENSPUNA,
LONDON."

CUSTOMER'S OWN FORMULÆ MADE AND "SPUN"

A BRITISH PRODUCT
AT
COMPETITIVE PRICES

In this unique production a standard of quality has been attained, rarely approached and never surpassed, and of great interest to those who desire a super article, beautifully refined and MADE IN ENGLAND

"SALVO PETROLIA"
The Perfection of
PETROLEUM JELLY

A true **"Paraffinum Molle"** of the greatest purity and exceptionally free from hard or crystalline Paraffin.

PACKED IN BARRELS, KEGS and TINS.

Samples, prices, and all information sent on application to :

THE DEE OIL COMPANY LTD.
DELTA WORKS, BOOTLE, LIVERPOOL, ENGLAND

Telephone : Bootle 1897. *Telegrams : "Cestrian," Liverpool.*

LONDON OFFICE : 11 POULTRY, CHEAPSIDE, E.C.2. *Phone : City* 8455.

OLEUM DEELINÆ (DEE OIL)
THE UNFAILING CURE FOR ECZEMA

ESTABLISHED 1846

To the Wholesale and Export Trades

POWDERED DIGITALIS
PREPARED ERGOT
POWDERED BELLADONNA

SOLID AND LIQUID
MEDICINAL PREPARATIONS

EXTRACTS
OLEO-RESINS
RESINOIDS
RESINS

WILLIAM RANSOM & SON, LTD.
MANUFACTURING CHEMISTS
HITCHIN NEAR LONDON

Telephone : Hitchin 95 Telegrams : Ransoms, Chemists, Hitchin



Mr. Pharmacist!

SIMPKIN'S

the Pioneers of Glucose with Dextrose

CHEMISTS' CONFECTIONS

are now spending enormous sums in

NATIONAL ADVERTISING AND PUBLICITY CAMPAIGNS

This vigorous and consistent advertising is educating the public to realise the health-giving properties of Simpkin's Chemists' Confections.

It also informs the Medical Profession of the tremendous medicinal value of Simpkin's Confections.

—and, what is of greater importance to *you*, they are

SOLD EXCLUSIVELY BY QUALIFIED CHEMISTS

Hundreds of letters from Doctors and Nurses and interested public are being received every month. Every letter is replied to accompanied by free samples.

Thus, Simpkin's Chemists' Confections are becoming universally known and in universal demand—resulting in continual expansion and

ADDITIONAL INCOME TO THE PHARMACIST

If you are not already benefiting by these wonderful profit-making confections, write to Simpkin's,
The Pioneers of Glucose with Dextrose Superior Chemists' Confections.

CHEMISTS' CONFECTIONERY WORKS, SHEFFIELD, 4

PLEASE NOTE!

Simpkin's Chemists' Confections are manufactured under the supervision of qualified Chemists. They are hygienically machine wrapped in hygienic moisture-proof wrappings. They are marketed to give the Chemist on 1½ cwt. orders per month over 70% profit on net cost (50% on small orders). They are manufactured under hygienic conditions in a model modern factory equipped with the latest known machinery to eliminate human touch. They are carefully analysed from the raw materials to the finished product.

Simpkin's unique mobile service enables fresh stocks to be maintained by exchange of seasonable lines.

DIABETIC AND OBESITY FOODS

PALATABLE
STARCHLESS
SUGARLESS

Prescribed by the Medical Profession everywhere

CALLARD & Co. Food Specialists

(*CALLARD, STEWART & WATT, Ltd.*)

Standen Rd., Southfields, London, S.W.18

WEST END DEPOT
74 Regent Street, London, W.1

Housewives Everywhere are asking for

OTEG Egg Preservative

Thousands of Tins were sold last season!
ARE YOU STOCKING IN 1933?



Consider OTEG before stocking others. With Oteg your customers store eggs dry in a box at home for ten months for boiling and all purposes.

Wonderfully simple and efficient, OTEG seals every pore, and needs no preparation and no pails of chemicals, it is ready for use.

Eggs are simply DIPPED into thin liquid with the wire tongs provided; DRIED for half an hour; and then STORED.

A quart of Oteg seals over a thousand eggs.

It will pay you to stock this household necessity without delay.

SEALED TINS WITH DIPPER,
for 250 eggs, **2/8**; 500, **4/9**; 1,000, **7/9.**

Cartons containing sealed tin, wire tongs, booklet. Generous Trade Terms. Easy Sales. Good Profit. Forceful Advertising

Stocks sealed and good for two seasons.
Attractive advertising matter.

SOZOL (1924) LIMITED

20 COPTHALL AVENUE, LONDON, E.C.2

DCL YEAST



This famous Brand of Yeast is
NOW AVAILABLE
FOR MEDICINAL USE
IN

TABLET FORM

60 TABLETS
1s. 6d.

120 TABLETS
2s. 6d.

RETAILERS' DISCOUNT 33⅓%
WHOLESALERS' DISCOUNT 16⅔%
All orders carriage paid

THE USE OF "DCL" YEAST WILL PROMOTE BETTER HEALTH AND IS RECOMMENDED FOR IMPROVING THE CONDITION OF THE BLOOD, AND FOR THE TREATMENT OF SKIN ERUPTIONS, CONSTIPATION, INDIGESTION, AND NERVOUS DISORDERS.

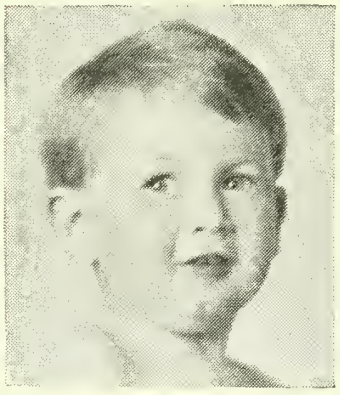
ATTRACTIVELY PACKED WRAPPED CARTON

Should retailers experience any difficulty in getting supplies through their usual wholesale channel, supplies will be arranged for through the nearest Wholesale Chemist and Druggist on receipt of a postcard by

THE **DISTILLERS CO. LTD.**
EDINBURGH

MB

Tell your Customers how Lactogen saved this baby



"I feel it my duty to inform you of the value 'Lactogen' has been to my baby. My baby was premature weighing only 3 lbs. when born; several Doctors and Nurses gave up all hopes of her as she could not keep any food down, but my husband got a sample of 'Lactogen' and this satisfied baby. She is now 6 weeks old and weighs 6 lbs. gaining an average of 8 ozs. per week. I am recommending this food to everyone." E.M.

When the Mother or the Nurse doesn't know where to turn, you can with confidence recommend Lactogen. Babies thrive on Lactogen when all other foods fail.

Lactogen is pure, fresh, full-cream milk from specially selected English herds, modified by the addition of extra cream and natural milk sugar. When reconstituted by the addition of boiled water, Lactogen is in all important respects exactly like breast milk. Under any circumstances you need never hesitate to say "Put Baby on Lactogen."

Send to-day for full particulars and terms to the Lactogen Bureau (Dept. AZ 77), Nestlé and Anglo-Swiss Condensed Milk Co., 6 & 8, Eastcheap, London, E.C.3.

"LACTOGEN"
REGD. TRADE MARK
BETTER MILK FOR BABIES

Lactogen — prepared by Nestlé's—is a modified dried milk for use in infant feeding.

2/9 PER TIN
P.A.T.A.

Copyright

CHELTINE

STARCH-REDUCED FOODS & FLOURS

revised and prepared under the supervision of an Authority of the highest standing in the Medical Profession, are now advertised regularly in "Punch," "Daily Mail" and many other influential publications, so that Pharmacists can stock them with every confidence.

Diet cards, attractive advertising display-matter, booklets, etc., are supplied on request, free, together with the fullest information about Cheltine products. Please write.

CHELTINE FOODS CO.,
13 Chester Walk, CHELTENHAM SPA. Eng.

SPECIAL

CADIZ SHERRY

Full duty, shipped expressly from our Spanish House for Chemists' use by

LAMB & WATT, Limited
Established 1847
46/48 St. Anne Street
LIVERPOOL

who also specially manufacture

ORANGE WINE,
"WIN FERRO" TONIC BLOOD WINE,
"CROWN" Brand LIEBIG'S MEAT AND MALT WINE, BROADWAY COCKTAIL.

Green Ginger, Raisin, Cowslip, Spiced Elderberry, etc., made only from the fresh fruit. Purity fully guaranteed. Highest Awards at all Exhibitions where shown.

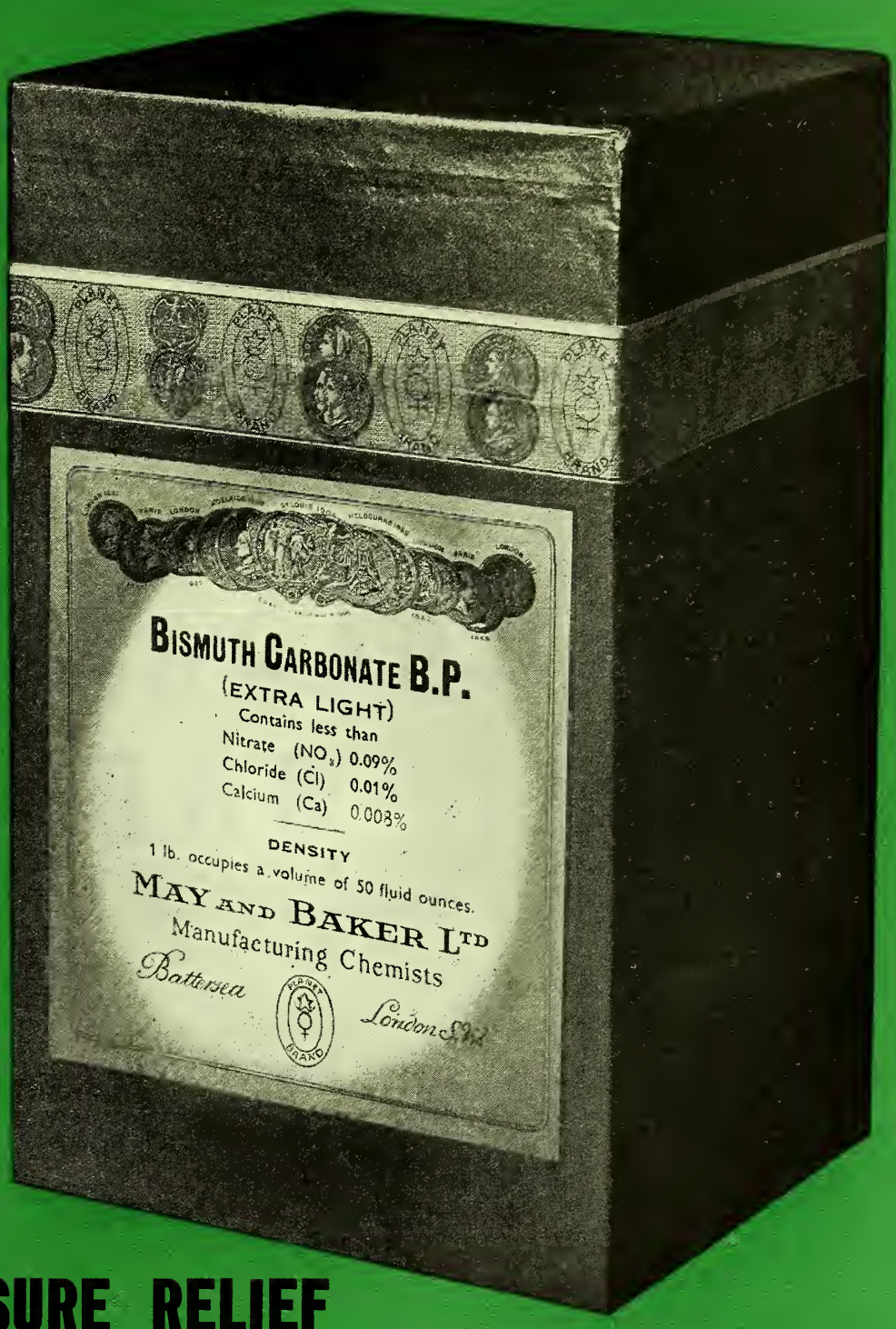
Full Strength **AUSTRALIAN RED, TAWNY AND WHITE WINES, AUSTRALIAN SHERRY** and every kind of foreign wine.

DUMAS ★★★ BRANDY—DOURADOS PORTS

WRITE FOR PRICES AND SAMPLES

FOR SUMMERTIME DIGESTIVE TROUBLES IN CHILDREN

—dispense Bismuth Mixture



TO ENSURE RELIEF

—dispense the lightest and Purest Bismuth Carbonate

MAY AND BAKER LTD.
Manufacturing Chemists
BATTERSEA, LONDON, S.W.11

BUY

PHENOBARBITOL B.P.

PHENOBARBITOL SODIUM B.P.

Manufactured by

MAY &

BRITISH

PHENOLPHTHALEIN

B.P.

BAKER LTD.

BATTERSEA, S.W.11

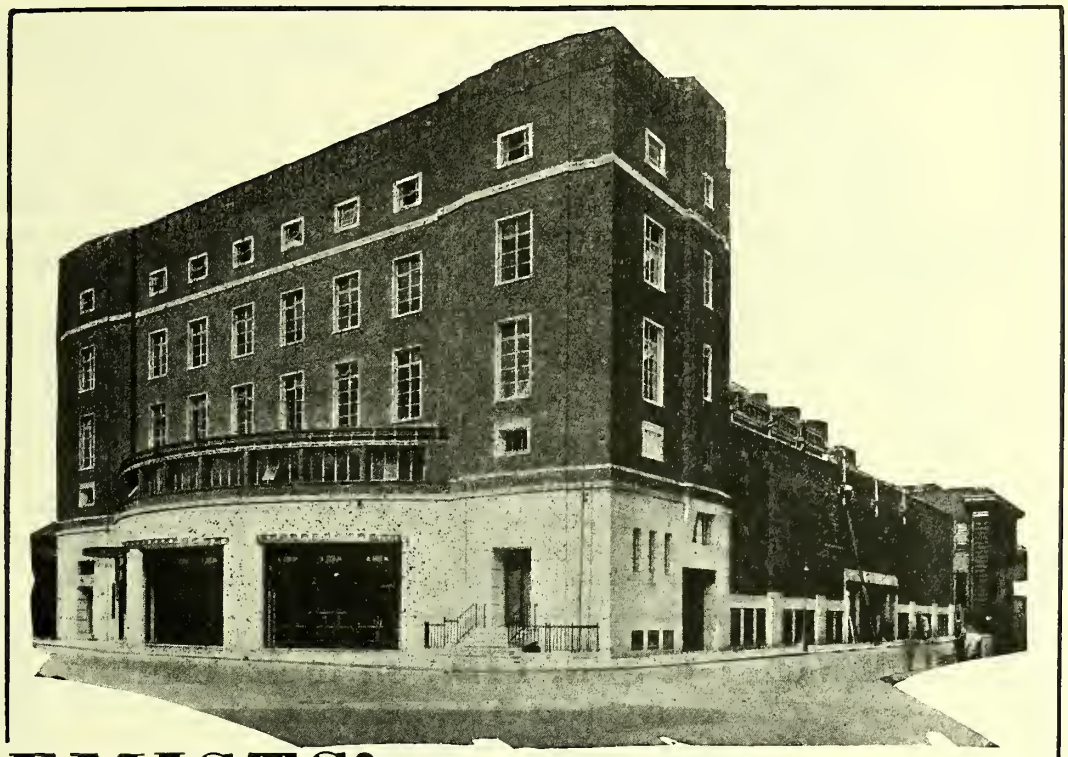
BRITISH BROMIDES

from

EMPIRE BROMINE

MAY & BAKER LTD

BATTERSEA, S.W.11



THE ROYAL HORTICULTURAL HALL.

THE CHEMISTS' EXHIBITION 1933

will be held in the NEW HALL of the ROYAL HORTICULTURAL SOCIETY, WESTMINSTER, LONDON, S.W., from

SEPTEMBER 25TH TO 29TH

A few spaces are still available. For information as to these, prospectus, plan, tickets and other particulars, apply

The Organisers:—

THE BRITISH & COLONIAL DRUGGIST LTD.

194-200, BISHOPSGATE - - - LONDON, E.C.2.

Telephone: Bishopsgate 2148. Telegrams: "Pharmacist, Ave, London."

At the special request of several firms who annually participate, and also of a large number of chemists, who consider a later date than May to be more conducive to business, it has been decided, as already announced, to hold the Exhibition in the early autumn, from September 25th—29th next in the New Royal Horticultural Hall as mentioned above. This change has met with the general approval of all concerned and the Exhibition promises to be the most successful of the series.

D D

ANTISEPTIC CREAM

FOR THE SKIN AND COMPLEXION

Invaluable during the Summer months for Soothing and Protecting the Skin, rendering it soft and supple. Useful either as a Day or Night Cream.

In white pots, with aluminium or bakelite caps, black and red labels.

1–oz. - - **8/6** per doz. pots
2–oz. - - **15/-** per doz. pots
4–oz. - - **25/-** per doz. pots

New and Attractive Show Card FREE.

CHEMIST'S OWN NAME AND ADDRESS PRINTED FREE ON 3 DOZEN.

HEWLETT'S LYSOL

guaranteed B.P. strength and miscible with water

"Possesses a higher germicidal value than carbolic acid and probably nearly three times as high."— ***The Lancet.***

SUPPLIED BEARING YOUR OWN NAME AND ADDRESS ON ORDERS OF 3 DOZEN BOTTLES.

In amber bottles with full directions and antidotes printed on coloured cartons and labels.

Net Price :

In 4–oz. bottles, **4/-** per doz.
,, 8–oz. bottles, **6/6** per doz.
,, 16–oz. bottles, **10/6** per doz.

Special Prices for Bulk.

C. J. HEWLETT & SON, LTD., 35 to 42, Charlotte Street,
LONDON, E.C.2.
ESTABLISHED OVER 100 YEARS.

CHEMISTS AND DRUGGISTS

are generally agreed that it is the quality merchandise that produces the turnover, the profits and the satisfied customers.

Antiphlogistine Brand Dressing is a good example of a quality product. Backed by ethical advertising, secure in the goodwill of the physician, it assures a steady profit to the pharmacist.

FEATURE IT—IT IS A GOOD TRADE BUILDER

ANTIPHLOGISTINE

BRAND DRESSING

INFLAMMATION'S ANTIDOTE

for

SPRAINS
BURNS AND SCALDS
EXTERNAL POISONING
SWOLLEN GLANDS
STRAINS
WOUNDS
BOILS
BITES

Write for special quantity terms.

THE DENVER CHEMICAL MFG. CO.,
LONDON, E.3

HOUGH, HOSEASON,

Our vast experience in the manufacture of Galenicals on a large scale has placed us in a favourable position as regards *prices* for

TINCTURES, INFUSIONS,
SYRUPS, EMULSIONS,
OINTMENTS,
TABLETS, AND PILLS,
SUPPOSITORIES

Further—the strictest regard has always been paid to *quality*. Directorship and Management are in the hands of fully qualified and well-trained men throughout.

& CO. LTD.

Home and Export enquiries invited

BRIDGE STREET, MANCHESTER

KEEP UP YOUR STOCKS OF

PRUNOL PASTILLES . .

Consistent advertising promotes steady sales. See that you have adequate stocks. New series of bottle wrappers and show material now available on request

Your Wholesaler can supply on Bonus Terms

Also available Sugar free for Diabetics



6d. and 1/3 PRUNOL JELLY, 9d., 1/6, 2/11, 6/6

PRUNOL PRODUCTS LTD.
21 COCKSPUR ST., LONDON, S.W.1

GET THE
TRADE REVIVAL
STARTED IN YOUR
OWN SHOP
BY SHOWING

BOX'S PILLS
ON YOUR COUNTER★

THE STANDARD REMEDY FOR INDIGESTION
OBTAINABLE THROUGH MOST WHOLESALERS
OR DIRECT FROM
W. H. BOX
16 KING STREET,
PLYMOUTH

★ STRIKING DISPLAY OUTERS ON DEMAND

ON P.A.T.A. LIST
RETAIL PRICES
1/3,5/-,12/-&22/-

GEDEON RICHTER

(GREAT BRITAIN) LIMITED

FOR

ORGANOTHERAPEUTICAL

PRODUCTS

ADRENALINE (NATURAL)
BRAIN SUBSTANCE
CORPUS LUTEUM
CORPUS LUTEUM HORMONE
EXT. HEPATIS. SICC. & LIQ.
HOG STOMACH
LECITHIN & LECITHIN ALBUMIN
OVARIAN HORMONE
OVARIAN SUBSTANCE & RESIDUE
ORCHITIC
PANCREATIN
PARATHYROID
PITUITARY W. G.
PITUITARY ANT. & POST. LOBE
PITUITARY POST. LOBE EXT. B.P.
PROSTATE
RED BONE MARROW
SPLEEN
SUPRARENAL CORTEX
SUPRARENAL CORTEX HORMONE
THYROID B.P.
THYMUS B.P.
TONSIL EXT.

ALSO

CALCIUM ASPIRIN, CALCIUM CINCHOPHAN, CALCIUM GLUCONATE, CHARCOAL MEDICINALIS, KOLA LECITHIN, KOLA SPERMIN, IODINE CALCIUM THEOBROMINE

All Glandular Preparations have the Highest Degree of Potency and are Standardised wherever possible.

PRODUCTS CAN BE SUPPLIED PACKED OR IN BULK

DESICCATED POWDER, TABLETS, LIQUID OR AMPOULES

ASK FOR QUOTATIONS FOR OWN FORMULAE FOR STOCK LINES

VICTORIA HOUSE, SOUTHAMPTON ROW, W.C.1

***Laboratories :*—GILLINGHAM, KENT**

GOODALL'S of LEEDS



— the great name in the Northern Drug Trade

— **for Drugs**

— **for Patents**

— **for Packed Goods and Own-name Specialities**

— **and NOW**

(since the opening of the New Department)

for the last word in Toilet Goods

ONCE MORE WE REPEAT OUR CORDIAL INVITATION TO THE CHEMISTS OF THE NORTH TO COME AND SEE OUR SHOWROOMS AND OUR LABORATORIES, TO LOOK OVER OUR EVERY DEPARTMENT, AND THEN TO DECIDE FOR THEMSELVES WHETHER THEY CAN BE SERVED EQUALLY WELL ELSEWHERE.

GOODALL BACKHOUSE & CO. LEEDS

Telephone Nos. 20435-7 (inclusive), 24952-3 (5 lines)

Our Daily Delivery is making extra daily profits for the chemists of the West Riding. Are you using it to its greatest advantage ?



SAVORY & MOORE'S
SUNBURN
PREPARATIONS

TAKE THE "BURN" OUT OF SUNBURN

Savory & Moore's Series of Sunburn Preparations are achieving wonderful repeat sales. Customer recommendation based on their efficiency and the support of national papers have created an unusual demand. Not merely protective but of proved value in the acquisition of a healthy Sun Tan by the absorption of Sun's Rays—

WITHOUT REDNESS
OR BLISTERING

SAVORY & MOORE'S
OIL FOR GETTING SUNBURNT

A distinctive preparation which readily absorbs the Ultra Violet Sun Rays, and permits liberal indulgence in Sunbathing without the preliminary redness or blistering.
Price 2/- and 3/6 per bottle.

SUNBURN CREAM Sun Tan Tint
Two varieties—for Day or Night use. A smooth emollient which incorporates ingredients which absorb the sun rays. Price 2/- and 2/6 per jar.

SUNBURN LOTION
Protective. Cooling. Refreshing. Soothes any tenderness due to exposure to sea, wind or sun.
Price 1/6 and 2/6 per bottle.

SUNBURN POWDER
A sun tan tint for the "outdoor" girl. In sifter box, 1/6.
For the Toilet 3/- per box.

SUNBURN ROUGE
A tint which harmonizes with the bronzed complexion.
Price 2/- per box.

SUNBURN TALC
Toilet Dusting Powder for general use. Price 2/- per bottle.

SUNBURN WEEKEND OUTFITS
Compact outfits containing assortment of the above preparations with liberal supply of cotton wool, etc. Ideal for the holiday maker. In two sizes. 7/6 and 11/6 per outfit.

RETAIL TRADE TERMS

Discounts to Pharmacists

33⅓%
Off Face Value

Orders to the value of £2 nett sent Carriage Paid. C.W.O. Further 2½% discount may be deducted.

A typical assortment for Ready Sale.

1 doz. 2/- Oil for Getting Sunburnt	12	0
1 doz. 3/6 " " " "	10	6
1 doz. 2/- Sunburn Cream	12	0
1 doz. 3/6 " "	10	6
1 doz. 1/6 Sunburn Lotion	4	6
1 doz. 2/6 " "	7	6
1 only 7/6 Week End Outfit	7	6
	£3 4	6
Less 33⅓%	£1 1	6
	£2 3	0

Any other assortment may be selected if desired.

Free Literature.

SAVORY & MOORE, Ltd.
Sales Offices: 50-52 Wigmore Street, LONDON, W.1

W.B. DICK & CO. LTD

BY APPOINTMENT TO H.M. THE KING

PARAFFINUM LIQUIDUM B.P.
ALL SPECIFIC GRAVITIES GUARANTEED TO REMAIN BRIGHT AT 0° C.

B.P. WHITE & YELLOW PETROLEUM JELLIES

WHITE AND HALF WHITE OILS

SEND FOR SAMPLES AND QUOTATIONS (WHOLESALE ONLY)

26 GROSVENOR GARDENS, LONDON, S.W.1
Telephone - - - Sloane 3461 (7 lines)
Telegrams - - - "Dicotto, Phone, London."
GLASGOW, LIVERPOOL, NEWCASTLE,
CARDIFF AND NEW YORK.

JONES *for* METHYLATED SPIRIT

FLAMBEAU BRAND

ALL STRENGTHS IN STOCK
PROMPT DELIVERIES IN CASKS,
DRUMS OR TANK LORRY

Send your enquiries to

JONES & CO. *(METHYLATORS)* Ltd., Bow, London, E.3

Telegrams: "Methspirit, London." *Telephone: Advance 3210 (2 lines)*

LIQUID PARAFFIN, B.P. 1932

Gravities 890/95, 885/90, 880/85.
HIGHEST VISCOSITIES. BEST CLOUD TESTS.

WHITE & HALF-WHITE OILS

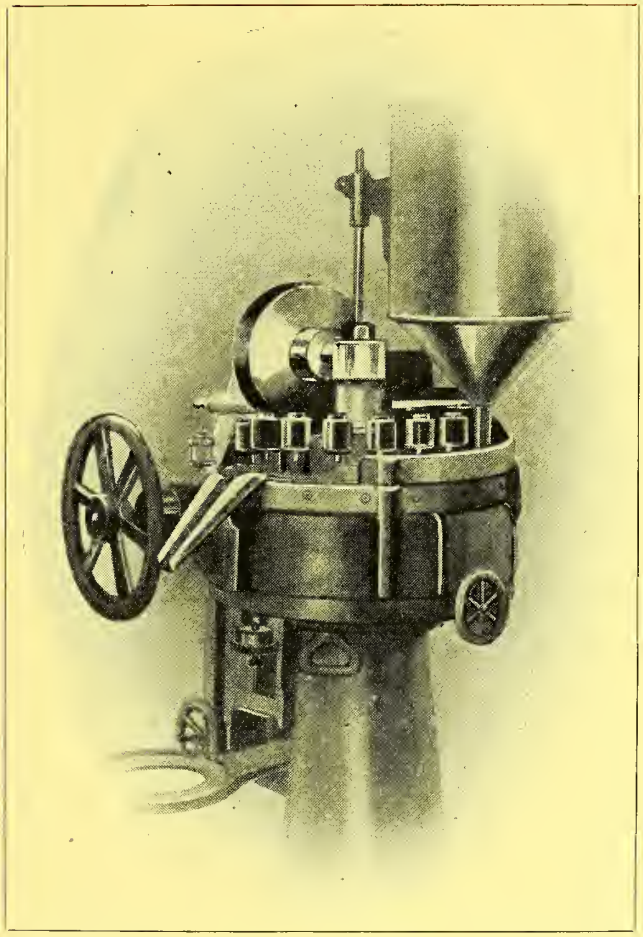
JULES DE GAY,

5 LAURENCE POUNTNEY HILL, SUFFOLK HOUSE, CANNON ST., LONDON, E.C.4

WHOLESALE ONLY. Phone: Mansion House 9956.

ASPIRGRAN

TABLET WITHOUT TROUBLE



It runs easily through the machine

It does not clog.

It makes a clearly defined tablet.

It ensures clear cut embossing.

It is unsurpassed in quality. Free from odour and taste.

TABLET WITHOUT TROUBLE

A sample offers the best proof. Let us send you one

MONSANTO
CHEMICAL WORKS LTD
VICTORIA STATION HOUSE, VICTORIA STREET,
LONDON, S.W.1

Works :
RUABON
and
SUNDERLAND.

Telephone :
VICTORIA 1535.

D D*



PARKINSONS'

ALL - THE - YEAR - ROUND LINES

"VITAGRAINS." A pleasant, cooling, health restoring, blood-purifying saline. Retails at 10½d. Attractively packed in richly coloured display carton containing ½ dozen bottles. A line which makes a striking window or counter display and one you can recommend with every confidence.

PILLS (SUGAR COATED). PARKINSONS' PILLS are known everywhere. Blood and Stomach, Head and Stomach, Back and Kidney, Laxative, Liver, etc. Retail at 1d., 3d., 6d. and 1/-. Excellent profits.

EZ POWDERS. For headache, neuralgia, influenza, rheumatism, etc. Retail 1/3 and 3/- per box. 100% profit.

KILKOF. (Tackles that tickle) for coughs, colds, bronchitis, catarrh, sore throat, etc. Retails at 1/3 and 3/-.

You can build up a sound business with these nationally advertised lines.



PARKINSONS

MANUFACTURING CHEMISTS

BURNLEY







"Yes, that's the name—Cephos!"

These attractive Reminders are making Cephos Sales

Nearly everyone who enters your shop has seen Cephos advertised in their newspaper. Remind them of it by showing these display cartons and showcards on your counter and in your windows. Attractively printed in Black and Gold, not too large to be obtrusive, yet arresting in design, they will serve you well and add substantially to your takings.

May we send you some of our newest Cephos display materials whether you are being supplied direct or through your wholesaler?

IN POWDERS OR TABLETS
Retail Price 1/3 & 3/-
Single Powders 2d. each

Cephos REG.D
Pronounced See-foss
THE PHYSICIAN'S REMEDY

FOR HEADACHE NEURALGIA RHEUMATISM LUMBAGO SLEEPLESSNESS

Cephos Ltd., Blackburn

"NORMACOL" BRAND.
TRADE MARK

Intestinal Evacuant

is now widely prescribed under the

NATIONAL HEALTH INSURANCE



H.R.NAPP LIMITED.
3 & 4, Clements Inn, London, W.C.2.
Telegrams: "NAPPCHEM LONDON." Telephone: HOLBORN 1444 (Two lines)

GUARANTEED

PURE MEDICINAL

LIQUID PARAFFIN

B.P. 1932

ALL GRADES HIGHEST VISCOSITIES

ODOURLESS TASTELESS CLOUDLESS

ALL GRADES

TECHNICAL OILS

FOR

SLAB, BRILLIANTINES, TOILET PREPARATIONS, etc., and OTHER MANUFACTURING PURPOSES

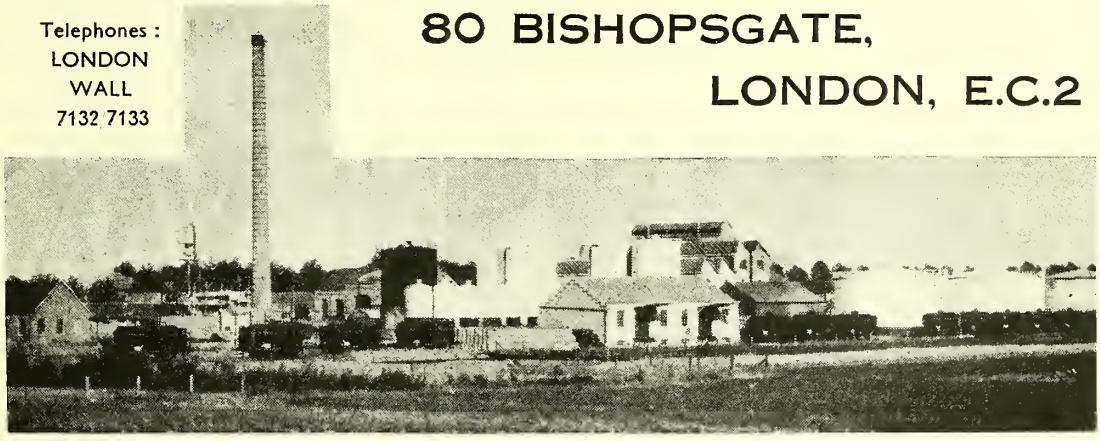
THE PURE RUSSIAN LIQUID PARAFFIN CO., LTD.

ESTABLISHED 1915

Telephones : LONDON WALL 7132 7133

80 BISHOPSGATE,

LONDON, E.C.2



WHITE OIL REFINERIES

Paraffinum Liquidum B.P.

ALL GRADES
SAMPLES & PRICES

On application to —

STERNS LTD

16 Finsbury Square London E.C.2

WHOLESALE ONLY

1D



HAVE YOU HAD YOUR BONUS PARCEL —OF— PAM SANITARY PADS?

PAM Compressed is the only penny Sanitary Towel individually wrapped. PAM will put "new life" into your Sanitary Pad sales . . . repeat business that will show 50% Profit on Cost. Write to-day for details of Trade Bonus Offer. Sell PAM—there is a better profit to be made.

PAM MANUFACTURING CO., LTD.
ST. SAVIOURS' ROAD, CROYDON
Telephone : THORNTON HEATH 1647

COMMERCIAL
LANOLINE and WOOL GREASES

ALL GRADES AT VERY KEEN PRICES

LANOLINE TO THE AIR MINISTRY SPECIFICATION
COMMERCIAL LANOLINE PALE COMMERCIAL LANOLINE WOOL GREASE
NEUTRAL WOOL GREASE SEMI-NEUTRAL WOOL GREASE

W. HARRISON & CO. LTD., 16, MINCING LANE, LONDON, E.C.3.
'PHONE: ROYAL 1528/9

CERESINE WAX

BEE-HIVE TRADE MARK

REGISTERED FOR OUR WELL-KNOWN BRANDS OF CERESINE WAXES

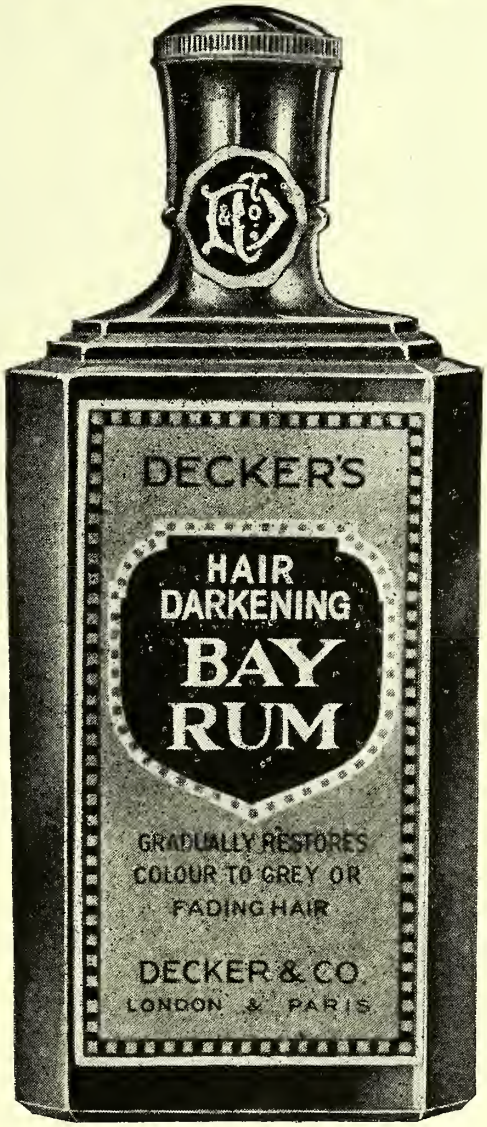
WHITE BLEACHED CARNAUBA WAX VARIOUS GRADES AND RESIDUE
BEESWAX WHITE, YELLOW AND COMPOSITION PARAFFIN WAX ALL MELTING POINTS
OZOKERITE WAX ALL GRADES

POTH, HILLE & CO., LTD.
6 Lloyd's Avenue, London, E.C. 3 *Works at Stratford, E.*

DECKER'S



HAIR DARKENING BAY RUM



Well Advertised

This is a unique preparation which darkens the hair *gradually* whilst its tonic and antiseptic properties increase the growth and give freedom from scurf.

Just what your customers want!

Decker's is NOT a DYE . . .

It simply DARKENS without dyeing . . . .

5 oz. bottle 12/6 per doz. nett
(Retail 1/9 each)

10 oz. bottle 22/- per doz. nett
(Retail 3/- each)

Handsome showcard in colours FREE with orders for not less than one dozen.

OSBORNE, GARRETT & CO.
LIMITED
51-54 Frith Street, Soho, London, W. 1
and at Birmingham, Glasgow and Manchester

LIQUID PARAFFIN

High Gravity and Viscosity, Non-Freezing, Tasteless and Odourless.

Also:—

PETROLEUM JELLY
White & Yellow
CASTOR OIL
COLZA OIL
COD LIVER OIL
Medicinal & Veterinary
LINSEED OIL
OLIVE OIL
Cream, Edible & Pharmaceutical
ROSIN
TURPENTINE
WHITE OIL
Technical

LUBRICATING OILS

B.P. 1932.
All Qualities Guaranteed to Comply with Revised Specifications.

Enquiries Invited and Samples on Request.

JAMES ARNOTT & SONS
LIMITED
Arnoco House, Quayside
NEWCASTLE-ON-TYNE

METHYLATED SPIRITS
and
FINISH

FINEST OBTAINABLE
PROMPT DELIVERIES

J. M. Mills Ltd
BROOKFIELD DISTILLERY
STOCKPORT
Telephone: Stockport 2396
Telegrams: "Phone, Anyline"

PACKED GOODS

ARE THE SUREST FOUNDATION ON WHICH TO BUILD GOODWILL

NEWBERYS

DO NOT AIM TO SUPPLY THE CHEAPEST — BUT TO SELL THE BEST AT A MODERATE PRICE— NO BONUSES — NO WINDOW STUFFING—YOU GET THE QUALITY YOU PAY FOR FROM

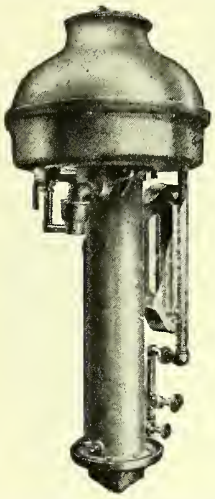
"NEWBERYS"

(FRANCIS NEWBERY & SONS, LTD.)
CHARTERHOUSE SQUARE, LONDON, E.C.1
TREDEGAR HOUSE, CARDIFF. COLLEGE LANE, LIVERPOOL.
Telephone: CLERKENWELL 0423

MACHINES AND WATER STILLS

MADE BY THOMPSON & CAPPER WHOLESALE LTD.

ALL BRITISH AND ALL THE LATEST IMPROVEMENTS

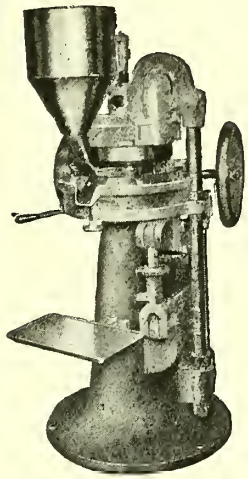


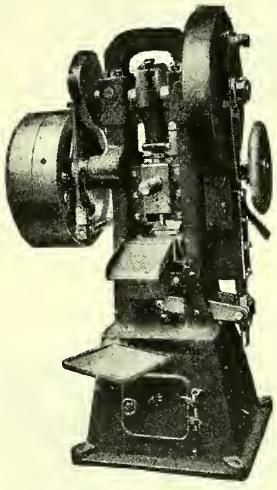
STOKES AUTOMATIC WATER STILLS

Operated by Gas, Paraffin, Steam, or Electricity, producing from 3 pints to 80 gallons of distilled water per hour. These Stills are dependable, economical, and fully guaranteed.
Please send for our Special Booklet on STOKES AUTOMATIC WATER STILLS.

STOKES "D" ROTARY TABLET MACHINE

The output of this Machine is 300 to 350 tablets per minute, and the size of tablets up to 1 in. in diameter. This All-British Machine is fitted with dust-proof attachments, and is almost silent in its action. Illustrations and full particulars on application.



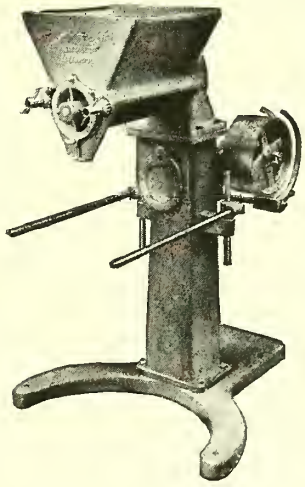


MANESTY No. 3 TABLET MACHINE

This is a powerful Machine, now widely used in the manufacture of LEMONADE TABLETS, COFFEE TABLETS, COCOA TABLETS, PEA SOAKER TABLETS, BATHSALT CUBES, and a great many other commodities.
Largely used in the Preforming of Bakelite and other Synthetic Resins.
Will make tablets up to 2¼ ins. diameter.
Also special shapes and tablets with holes.

STOKES MANESTY OSCILLATING GRANULATOR

This machine quickly rubs the dampened material through a wire screen, and granules of great uniformity are produced.
It is a machine which pays for itself in a very short time, as it is such a great labour-saver.
It is also recommended for granulating effervescing salts.
The wire screens can easily be changed to suit the material and size of granules required. Three screens are provided with each machine.



We manufacture a wide range of machines as follows:

TABLET-MAKING MACHINES — GRANULATORS — DRUG MILLS
ROTARY TABLET MACHINES — COMPACT POWDER PRESSES — TABLET-COATING PANS
GRANULATING MIXERS — EMULSIFIERS — GELATINE CAPSULE MACHINERY
STOKES AUTOMATIC WATER STILLS

We are always glad to give advice on all problems arising in connection with Chemical and Pharmaceutical Machinery, and on Tablet-making of every description.

THOMPSON & CAPPER WHOLESALE LTD.

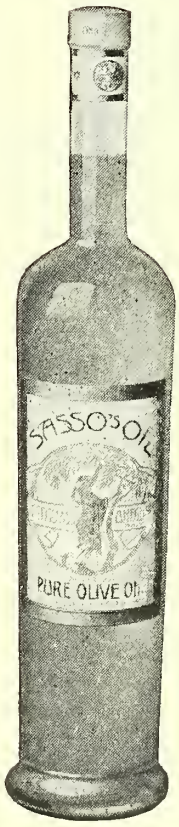
MANUFACTURERS OF CHEMICAL AND PHARMACEUTICAL MACHINERY

MANESTY BUILDINGS, 5 COLLEGE LANE, LIVERPOOL, 1

Telegrams: "SANITAS, LIVERPOOL" **Telephone: ROYAL 2060**

SASSO
OLIVE OIL
The Standard of Quality





THE PRODUCER

The discerning buyer purchases direct from the producer and ensures obtaining the best possible value. Messrs. SASSO are the largest producers of OLIVE OIL and offer the very finest quality at the lowest possible price. There is no value to equal it. Write for striking New Season's Prices.



Producers :

P. SASSO & FIGLI

Oneglia, Italy

Sole distributors for the United Kingdom : Fredk. Boehm Ltd. 17 Jewry St., London, E.C.3



Make this profitable display!

"'Hazeline' Snow," as indeed the range of 'Hazeline' toilet preparations, is always worth prominent display.

The whole series possesses a reputation for unvarying quality amongst customers who appreciate and prefer to buy high-grade products.

"'HAZELINE' SNOW"
(Trade Mark)

Protects against the unpleasant effects of exposure to sun and dust. Tube packing convenient for outdoor use.

Collapsible tubes, at **5/5** *per dozen* *Glass pots, at* **15/-** *per dozen*

'HAZELINE' CREAM
(Trade Mark)

Fragrant emollient. Soothing to rough and reddened skin.

Collapsible tubes of two sizes, at **7/6** *and* **15/-** *per dozen*
Glass pots, at **15/-** *per dozen* *Jars containing 1lb., at* **105/-** *per dozen*

These attractively coloured showcards are available for your use. Please order them by the numbers indicated

TRADE MARK **'HAZELINE'** BRAND **HAMAMELIS VIRGINIANA**

A refreshing addition to the water used for washing or bathing.

Bottles of 4 *fl. oz., at* **18/-** *per dozen* *Bottles of* 16 *fl. oz., at* **46/-** *per dozen*

London Prices to the Trade (subject)

BURROUGHS WELLCOME & CO., LONDON

G 1740

COPYRIGHT

PHILLIPS' DENTAL MAGNESIA

"MILK OF MAGNESIA" (Regd.)

AND

"DANDERINE" (Regd.)

QUANTITY DISCOUNTS—5% on 6 doz. 1/3 size or equivalent
12½% ,, 12 ,, ,, ,, } and 2½% for cash on the 7th prox.

Showcards, etc., sent carriage paid on request to—

Proprietary Agencies Ltd., 179-181 Acton Vale, London, W.3

BENGER'S Food

TRADE MARK.

Still the
"Dietetic Sheet Anchor."

After more than 40 years, Benger's maintains its place as the pre-eminent Food in all cases of digestive disorder.

Show Material from—
BENGER'S FOOD, LTD., —— MANCHESTER.

6

All the Year round
and particularly NOW

Our advertisements for Cucumel Preparations are daily bringing us enquiries from the Public, requesting the name of their nearest Stockist. These are referred to our Customers.

Are you Stocking?

If so, send us a post-card so that we may add your name to our list of Stockists.
If not write for full particulars of the generous offer now available for

Cucumel and Cucumel Cream

Thos. Christy & Co., 4/12 Old Swan Lane, LONDON, E.C.

THE
CHEMIST AND DRUGGIST
A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

The official organ of The Pharmaceutical Society of Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions

ANNUAL SPECIAL ISSUE 1933

PUBLISHED AT

28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "Chemicus, Estrand, London" *Telephone: Central 6565 (8 lines)*

BRANCH OFFICES

4 CANNON STREET, MANCHESTER (TEL.: BLACKFRIARS 3052) 54 FOSTER'S BUILDINGS, HIGH STREET, SHEFFIELD (TEL.: 22458)
19 WATERLOO STREET, GLASGOW (TEL.: CENTRAL 2329) 39 QUEEN STREET, MELBOURNE, AUSTRALIA
155 AVENUE DE WAGRAM, PARIS, XVII[e] (TEL.: GALVANI 19-79)

VOL. 118. NO. 2785 JUNE 24, 1933

CONTENTS

	PAGE
Births	663
Correspondence:—	
Letters	726
Miscellaneous Inquiries	726
Deaths	663
Editorial Articles:—	
At the Centre	711
Pitfalls in Pliny	711
Gazette	662
HOSPITAL PHARMACY	712
Information Department	710
Irish Notes	662
LONDON, THE WORLD'S DRUG CENTRE	699
LONDON PHARMACEUTICAL INDUSTRY	667
Marriages	663
News of the Week	661
PERFUME SYNTHESIS	720
Pharmaceutical Society of Ireland:—	
Council Meeting	723
Pharmacy and Poisons Bill	664
Retrospect	726
Scottish Notes	662
Topical Reflections	663
Trade Marks	725
Trade Notes	709
Trade Report	724
UNKNOWN LONDON	707

News of the Week

Visits to Works

A party of twenty-four Ipswich chemists and assistants paid a visit to the Selo film works of Ilford, Ltd., on June 14. On arrival at Brentwood the visitors were divided into three groups and shown over each department. An instructive time was spent. The company entertained the visitors to tea, at the conclusion of which Mr. Piper expressed thanks to the directors and to the members of their staff; Mr. G. W. Hales also spoke. Mr. L. W. Fuller (sales manager) replied.

On June 8, members of the West Ham and Eastern District Association of Pharmacists and Branch of the Pharmaceutical Society paid a visit to the works of The British Diamalt Co., Sawbridgeworth, Herts. The outward journey was made via Epping Forest, Waltham Abbey, Broxbourne, Amwell, Ware, Hadham, and Bishop Stortford, arriving at Sawbridgeworth at 4 p.m. The party was received by Mr. Cory-Wright (managing director), who gave a short *résumé* of the various departments to be visited. The visitors were conducted over the maltings in groups by Mr. Cory-Wright, Mr. Cole (general manager) and Mr. Marshall (chief chemist). The various processes were fully explained. After tea, which was provided by the company, Mr. W. Main (vice-president), in the unavoidable absence of the president, thanked The British Diamalt Co. Mr. Cory-Wright, responding, said it was a great pleasure to receive West Ham chemists. Messrs. Cole and Marshall also added a few words expressing their pleasure.

Manchester

Boots, Ltd., have acquired additional premises adjoining their Market Street shop under the Royal Exchange (one of the largest of all their branches), giving them a new entrance in Market Street itself.

The competition for the Woolley trophy in connection with the Manchester and District Pharmacists' Golfing Society was held at Sandiway golf course on June 14. The day was fine and sunny. During the afternoon, while the male members were playing round the 18-hole course, the ladies took part in a putting competition. Out of six couples who competed for the cut-glass vase (given by James Woolley, Sons & Co., Ltd.) for putting, Mrs. Stabler and Mrs. Stuart tied with 71. After a replay Mrs. Stabler won. After tea had been served Councillor R. G. Edwards referred to the delightful weather, the play, and the kindness and hospitality of Messrs. Woolley. Mr. J. H. Franklin (president), in reply, said he appreciated the kind words expressed by Councillor Edwards and would convey them to the proper quarter. He congratulated Mr. W. McCutcheon on winning the trophy and the replica. The following were the six leading scores:—W. McCutcheon, 76; J. H. Franklin, 79 (second prize); H. Woodhead, 81; P. W. Stuart, 82; T. Miller, 82; J. A. Collins, 83.

Miscellaneous

BURGLARY.—The Bridge Street premises of Hill-Smith (Warrington), Ltd., chemists, Warrington, were broken into on June 16, and a sum of money was stolen.

FIRE.—The pharmacy of Mr. Quinn, Bank Hey Street, Blackpool, was damaged by fire recently. The outbreak originated in the cellar, most of the contents there being destroyed.

LEIPZIG FAIR.—The London office of the Leipzig Fair has been removed to 34/36 Maddox Street, W.1. (Telephone: Mayfair 5641.) The autumn Fair is to be held on August 27-31.

POISON-LICENCE APPLICATIONS.—Boston Town Council has granted a licence for the sale of agricultural poisons to W. W. Johnson & Son, Ltd., seed merchants.—An application for a similar licence has been made to Somerset County Council by Dorset Farmers, Ltd., Crewkerne.

DISPLAY CONTEST.—The fourteenth annual contest of the National Display Association is announced in a leaflet obtainable from the headquarters of the Association, 7 Red Lion Square, W.C.1. The trophy in Class 12 (chemists' goods, tobacco, books or confectionery) is presented by the National Cash Register Co., Ltd.

METROPOLITAN PHARMACEUTICAL ASSOCIATIONS.—Inter-association sports for the Maw challenge shield will be held on July 6 at the sports ground of S. Maw, Son & Sons, Ltd., New Barnet (by kind permission). A nominal charge of 2s. for the day ticket is being made for competitors and visitors alike. All applications should be made to Mr. G. A. Tocher, 233/6 Bank Chambers, 329 High Holborn, W.C.1, on or before July 1.

BRITISH EXECUTIVE EMPLOYMENT SOCIETY.—The British Executive Employment Society, 133 Oxford Street, London, W.1, has been formed for the purpose of assisting unemployed workers having executive and administrative experience. Its aims are, briefly:—(1) To put members into touch with any existing vacancies, and (2) to promote and undertake such activities as will create work. An employment bureau and a business bureau have been started. Funds are needed, and employers interested can also help by availing themselves of the business services offered. Conditions of membership and other particulars may be obtained from the secretary.

IN THE COURTS.—At Clerkenwell Police Court, London, on June 15, Mr. Herbert H. Hewitt, trading as Eugene Geraut & Co., Farringdon Road, E.C., was fined £13 for failing to supply the Commissioners of Customs and Excise with a return of dutiable table waters. Mr. Robinson, for the defence, said the business was not being carried on now.—At Leeds Police Court, on June 16, Money-Savers, Ltd., were summoned for selling dutiable medicine unstamped. Mr. J. Wurzal, defending, pleaded "Guilty." The stipendiary magistrate imposed a nominal penalty of 20s. on the first charge, and dismissed the other two summonses on payment of 10s. costs on each.

Scottish Notes

Brevities

The summer competition of the Edinburgh Pharmacy Golf Club was held over the course of the Craigmillar Park Club on June 14, with the following result:—(1) W. S. Spence, (2) W. Stewart, (3) W. H. Chambers.

The following advertisement appeared in a recent edition of the "Ardrossan Herald":—"The chemists and druggists in Kilwinning respectfully intimate that their premises will be open on Sundays from 10.30 till 12 noon only."

"Thistle" writes:—"It is said (but the statement lacks confirmation) that a paper will be read at the coming British Pharmaceutical Conference in London on the inferiority complex of the English pharmacist which causes him to accept any crumbs the Privy Council offers, instead of making a bold stand for the rights to which he is entitled. The author, it is presumed, is an official of the Scottish Pharmaceutical Federation."
[See p. 664.]

Irish Notes

Annual Golfing Event

THE northern chemists were the victors in the sixth annual competition played between the chemists of the Irish Free State and Northern Ireland for the cup presented by The British Drug Houses, Ltd. The competition was played over the course of the County Louth Golf Club at Baltray, on June 14, in ideal weather. Northern Ireland won the cup by one match, the scores being as follows:—

Irish Free State		*Northern Ireland*	
D. O'Reilly	0	F. A. McMullan (capt)	1
J. Costello	0	A. T. Hardy	1
R. Bates	1	V. McMullan	0
B. Smith	1	J. M. Poots	0
S. Walsh	0	H. J. Marshall	1
A. F. Roche	1	S. R. Anderson	0
E. MacManus	0	W. Orr	1
J. McDonnell	1	R. L. Clarke	0
A. A. Brunker	1	J. Beatty	0
J. J. Roche (capt.)	0	H. Rankin	1
T. Toher	0	G. H. Sime	1
A. V. Hughes	0	S. H. Forest	1
W. Webb	1	J. Macauley	0
J. Gubbins	0	P. Mallon	1
J. Fitzpatrick	0	A. W. Mann	1
Dr. M. Ryan	1	H. C. McCracken	0
P. D. Larkin	1	W. J. Rankin	0
	8		9

At the close of the games the northern visitors were entertained by their Free State colleagues, Mr. John Smith in the chair. During the repast the cup was presented to the captain of the northern team by Mr. James Burnie, representing The British Drug Houses, Ltd. A hearty vote of thanks to the Free State team for their hospitality was carried on the motion of Mr. F. A. McMullan, seconded by Mr. A. T. Hardy. Mr. J. J. Roche (captain of the Free State team) responded. A vote of thanks to the County Louth Golf Club was moved by Mr. Roche and carried with acclamation.

Brevities

A deed of arrangement has been filed by Mr. James W. Whelan, Ph.C., Wexford; unsecured liabilities amount to £355; estimated net assets, after deducting secured claims, to £131.

The combined staffs of J. & J. Haslett, Ltd., wholesale chemists, Belfast and Dundalk, held their annual excursion to Dublin on June 10. The Belfast party travelled by train, picking up the Dundalk contingent *en route*. Dinner was served in Jury's Hotel, Dublin, when a telegram was read from Mr. J. H. Haslett expressing his regret at being unable to be present. A vote of thanks to the directors was passed on the motion of Mr. Kerr, seconded by Mr. Thompson.

At the meeting of the Loorghis County Hospitals Committee a letter was read from the Department of Local Government stating that the price charged for the oxygen purchased locally for use in the county hospital was too high. Mr. J. B. Bolger, Ph.C., Portlaoighise, writing on the matter, said the Minister was apparently comparing his price with that charged in Dublin, but he overlooked the fact that they in the country had heavy expenses such as carriage both ways, hire, test and repairs of cylinders, renewal of rubber tubing and attachments. The Committee ordered a copy of the letter to be sent to the Minister and asked him to sanction payment to Mr. Bolger for the oxygen supplied.

Gazette

Partnership Dissolved

ROACH, H. W., and COOPER, W., 71 St. James's Street, London, S.W.1, pharmaceutical chemists, under the style of Pope Roach & Son.

Births

Notices for Insertion in this column must be properly authenticated.

ATKINSON.—At 29 Upper Mount Street, Dublin, on June 3, the wife of J. O. Atkinson, Ph.C., The Medical Hall, Rathdrum, of a daughter.

STANYON.—At the Oakhill Pharmacy, Beckenham, Kent, on June 16, Olive (*neé* Wing), the wife of Robert Stanyon, chemist and druggist, of a daughter (Ruth).

Marriages

MASON—FAWCETT.—On June 16, by the Rev. D. B. Smith, M.A. (Glasgow), Alexander Howie, youngest son of Mr. A. Duncan Mason (representative staff of Anglo-American Pharmaceutical Co., Ltd.), to Sidneyina Fawcett, M.P.S., North Kelvinside, Glasgow.

ROBERTS—ROBERTS.—At the Welsh Congregational Church, Newtown, Mont., on June 8, H. G. Roberts, to Mary Helena, daughter of Mr. J. O. Roberts, chemist and druggist, Newtown.

SANDERS—VINCENT.—At Christ Church, Eaton, Norwich, on June 17, by the Rev. R. L. Whytehead, William Hubert Barton, son of Mr. William Linthorne Sanders, chemist and druggist, Lowestoft, to Kathleen May, eldest daughter of Mr. Sam W. Vincent, Norwich.

Golden Wedding

MOORE—BIRKINSHAW.—At Wakefield Cathedral, on June 24, 1883, Walter Thomas Moore, The Medical Hall, Yeadon, to Emma Birkinshaw, Wakefield. Present address: "Silverdene," Rufford Park, Yeadon, Leeds.

Deaths

CARROLL.—On June 12, Mr. Frederic Carroll, managing director of The Corn Products Co., Ltd., Bush House, Aldwych, London, W.C.2.

CONNAL.—At Victoria Infirmary, Glasgow, on June 10, Mr. William Connal, chemist and druggist, 29 Norfolk Street. Mr. Connal qualified in 1890.

KEENAN.—In New York, U.S.A., recently, Mr. Thomas J. Keenan, aged sixty-seven. Mr. Keenan was formerly editor of the "Pharmaceutical Record," New York, which was absorbed in the "American Druggist." On the latter changing hands he became associated with journalistic interests in paper, and at the time of his death was associate editor in New York of "The Paper Industry," published in Chicago. He was an honoured member of the New York Veteran Druggists' Association. His wife predeceased him by only a few months. Mr. Keenan was a native of Dundee, and had recently returned from visiting friends in Scotland and Berlin. He was a well-informed man, of fine personality and culture, and he leaves a memory of gracious friendship.

RADFORD.—At Sutton-in-Ashfield, Nottingham, on June 8, Mr. Matthew Radford, chemist and druggist, aged seventy-five.

WATERHOUSE.—On June 5, Harriet Ann, dearly beloved wife of Mr. Fletcher Waterhouse, late of Dewsbury, aged fifty-eight.

Business Changes

THE address of the Union Drug Co., Ltd., has been changed from 70 Pall Mall to Thames House, Millbank, London, S.W.1. Telephone: Victoria 3269.

PAM MANUFACTURING CO., LTD., manufacturers of Pam sanitary pads, have removed to St. Saviour's Road, Croydon. Telephone: Thornton Heath 1647.

Topical Reflections

By Xrayser

"Death by Misadventure"

is a verdict that seems designed as a convenient explanation for fatal accidents in connection with which it is not possible or expedient to fix upon anyone as a scapegoat. According to the dictionary, a misadventure is a bit of bad luck; but the case to which, apparently, reference was made at the latest meeting of the Pharmaceutical Society's Council (*C. & D.*, June 10, p. 624) would seem to fall into the category of examples of gross carelessness. Someone filled up a bottle that should have contained a strychnine mixture with undiluted one-per-cent. solution of strychnine, and it is not at all surprising that the child to whom this was administered succumbed quickly. This child was certainly unlucky in being so treated, and it may be that the person who actually administered the medicine, being ignorant of its composition, was also pursued by ill luck; but the action of the individual who substituted solution of strychnine for a mixture of which the solution should have been simply one ingredient was not one that could reasonably be cloaked under the guise of misadventure. In your report of the inquest (p. 556), it is stated that the jury found the strychnine was made up by some person or persons unknown. But surely it ought not to have proved impossible to discover who did fill the bottle. In any case, the wisest safeguard is the elimination of dispensing by unqualified persons.

Our Next Step

after the Pharmacy and Poisons Bill has become law should be the preparation of a real Pharmacy Bill, in which provision might be made for the safety of the public being much better safeguarded so far as the compounding and dispensing of medicines is concerned. Such a Bill should not only define adequately the business of a chemist and druggist or registered pharmacist, including as its main feature the compounding and dispensing of medicines of every description; it should also stipulate that all medicine for human use must be compounded by or under the direct supervision of a registered pharmacist. There should also be restriction of the titles "compounder" and "dispenser," as used in connection with the preparation of medicines for human beings. You tell us that, when the Pharmacy and Poisons Bill passes into law, the Secretary of State will have power to make regulations governing the compounding and dispensing of poisons. It will be all to the good if this power is exercised in such ways as to prevent further loss of life by misadventure, or the ill luck of patients having their medicine compounded and dispensed in a casual manner by nurses or others without any special qualification. But the Bill I have in mind will go further, and provide for power to make regulations governing all compounding and dispensing of medicines. Nothing short of this will suffice.

The Pharmacy and Poisons Bill

THE third reading of the Pharmacy and Poisons Bill, as amended by Standing Committee A (*C. & D.*, May 20, p. 534) was taken in the House of Commons on June 15. The following is an abridgement of the official version of the debate (Stationery Office: 6d.).

MR. DOUGLAS HACKING (Under-Secretary for the Home Office) moved to insert in Clause 6 [after p. 5, l. 5 of the Bill as printed] the words:

"(4) The members first appointed by the Council of the Society shall include a pharmacist resident in Scotland and if, on the occurrence of a vacancy amongst the members appointed by the Council of the Society, none of these members is a pharmacist so resident, the person appointed to fill the vacancy shall be a pharmacist so resident."

He explained that since the Committee stage a change had taken place; the position now was that the Scottish Office would like a Scottish representative on the Committee, and the Pharmaceutical Society had definitely asked for the amendment moved by him.

SIR WILFRID SUGDEN much regretted that the amendment had been introduced. He wished to register his most emphatic protest on the fact that a great number of pharmacists in Lancashire and Yorkshire, who outnumbered by thousands the pharmacists in the whole of Scotland, would not have even 10 per cent. of the representation on the Committee which the few scattered pharmacists in the upper end of this island were to have on this Committee. During the War he had the honour and pleasure of serving in what was known as the poison section of the Royal Engineers, and under the most skilful pharmacists in the world one had an opportunity of knowing and seeing the practical application of this great and splendid profession. They had a more efficiently trained and a finer group of pharmacists in the fighting men from Lancashire and Yorkshire and the North of England than they would find in Scotland.

SIR ROBERT HORNE protested against the description of Scotland as "the upper end of this island."

MR. RHYS DAVIES was amazed at the Under-Secretary so easily giving way to the claims of Scotland without considering other parts of the Kingdom. There was nothing territorial about the representation in the original Bill. He asked the Minister to ask himself whether he was playing the game in giving territorial representation. If the vast majority of the pharmacists were in London and Lancashire, as was probably the case, the total representation, on territorial qualification, ought to come from those areas.

MR. C. WILLIAMS said it had been noticeable in the House for many years that when people got obsessed with an inferiority complex they always asked for special representation. As one who had the greatest respect and honour for the Scottish people, as one who knew that they were bound to get representation on their merits, he asked the Government not to inflict this penalty on the Scottish people, but to withdraw this amendment, which all Scotsmen capable of real thought realised would be a slur on Scotland.

CAPTAIN A. RAMSAY suggested that this was not so much a question of ability as of local knowledge.

The amendment was agreed to.

MR. DOUGLAS HACKING moved to insert in Clause 9 (3) (i) [p. 8, l. 26], after "shall cease to be," the words "an authorised seller of poisons." The amendment was agreed to.

MR. GEORGE HALL moved to insert at the end of Clause 17 (2) [p. 15, l. 28] the words: "but no authority shall be granted to a person where facilities are already provided by an authorised seller of poisons."

SIR WILFRID SUGDEN suggested that the amendment, if accepted, would cut right across the principle of the Bill.

MR. DOUGLAS HACKING pointed out that proposals to the same effect as this amendment had been made on several occasions in different forms. If the amendment was accepted, local authorities would have to grant or refuse licences under ill-defined conditions. Even the place at which it was proposed to insert these words was not right; surely the amendment would have been more appropriate on Clause 21.

MR. RHYS DAVIES was rather surprised at the attitude taken up by the Under-Secretary.

SIR WILFRID SUGDEN thought that the amendment would multiply the number of untrained people who could dispense poisons under any conditions.

The amendment was negatived.

MR. DOUGLAS HACKING moved to insert in Clause 20 (5) (*c*) [p. 20, l. 12] the words "concerned with" instead of the words "engaged in." The amendment was agreed to.

On the motion "That the Bill be now read the third time,"

MR. G. HALL said that this very important Bill had had very little discussion on the floor of the House. The second reading was taken after one o'clock in the morning without even an introductory speech by the Minister in charge. He was sure that many hon. members had, like himself, received protests from members of pharmacists' societies in their divisions protesting against the provisions of the Bill. He understood there were some thousands of registered chemists who were not members of the official society—membership of which is voluntary—and who had not been consulted regarding the Bill. The Bill as it stood has been approved by "the British Pharmaceutical Association" but not by some of the other organisations, which included in their membership a large number of the registered chemists throughout the country.

SIR WILFRID SUGDEN asked the previous speaker to remember that there had been no taking by surprise of any section of this professional class. They had had years in which thoroughly to digest the report of the Committee with regard to the general handling and sale of poisons. He had had thousands of letters and postcards from men and women up and down the country, including doctors and professional men in other departments of life, who use drugs and are compelled to mix and administer them, thanking him for some insignificant part that he had taken in regard to general poison legislation matters. There were certain features of the Bill, he admitted, that he would have preferred to see improved.

MR. DOUGLAS HACKING, in closing the debate, said that on bringing forward the Bill for its second reading he was informed that as it was very late at night or early in the morning, and as the Bill was agreed on all sides, it was unnecessary to say anything then. He must admit that there were certain people who were left out when consultations took place. They did, however, consult all the important bodies. The Pharmaceutical Society represented an overwhelming number of the chemists of this country, and the other associations were really insignificant in comparison. The hon. member (Mr. Hall) said that this Bill would increase the facilities for the purchase of poisons, but what poisons? Did he mean the purchase of very dangerous substances or substances which are not so dangerous and which are required in large volume or in bulk for agriculturists or horticulturists? That was the point. It was a question of the danger of the substances which would be able to be sold under Part II of this Bill. After quoting from various parts of Clause 17, Mr. Hacking continued: Surely there is plenty of safeguard in those provisions to prevent any really dangerous substances being sold by an unauthorised and unqualified man. If the hon. member is not satisfied, I would ask him to turn to Clause 18.

The Bill was read the third time, and passed with amendments.



John Bell & Co.'s Laboratory
circa 1842

Engraved by J. G. Murray
after a painting by W. Hunt



LONDON PHARMACEUTICAL INDUSTRY

Notes on London's Leading Manufacturing and Wholesale Houses illustrated with over One Hundred Photographs, mostly specially taken for "The Chemist and Druggist."

Stafford Allen & Sons, Ltd.,

Cowper Street, E.C.2, Long Melford and Ardleigh Green, were founded in 1833 by Stafford Allen (a nephew of William Allen, then senior partner of Allen & Hanbury and afterwards first president of the Pharmaceutical Society), and Charles May, an Ampthill druggist and herb grower. The centenary of the event is being appropriately celebrated during the present month. The firm traded at the London address that is still the headquarters (although Cowper Street was then known as North Street), under the style of May & Allen, till 1843, when the partnership expired and George May joined an engineering firm at Ipswich. Stafford Allen then took his younger brother, George Allen, into partnership, with a corresponding change in the firm's name. George Allen had served his apprenticeship to Charles May and his successors at Ampthill, and was fully conversant with an extensive range of technical operations. In 1857 the partnership between the brothers terminated, and George Allen returned to Ampthill, where, as George Allen & Co., he grew herbs and manufactured galenicals till his death in 1880. The second and third sons of Stafford Allen, Messrs. Edward Ransome Allen and William Clarkson Allen, entered their father's business in 1861 and 1863 respectively. The next change took place in 1886, in which year Mr. Edward Watlock Allen, eldest son of Mr. E. R. Allen, joined the establishment and the founder retired. Mr. E. W. Allen was admitted to partnership in 1891, and Mr. Malcolm Watlock Allen, eldest son of Mr. W. Clarkson Allen, in 1896 ; Mr. M. W. Allen died in 1903 and Mr. E. W. Allen retired in 1932. The firm was converted into a private limited company in 1899. Mr. George Stafford Allen (second son of Mr. E. R. Allen), who had entered the business in 1890, joined the directorate in 1900 ; and Mr. Kenneth Clarkson Allen (second son of Mr. W. Clarkson Allen), whose connection with the business dated from 1896, was elected to the board of directors in 1903. In 1911 Mr. John Watlock Allen, eldest son of Mr. E. W. Allen, entered the establishment. Mr. William Francis Allen was a director of the company from 1917 until his death in 1926. Mr. W. F. Merritt, a present managing director, joined the board in 1921. Mr. Charles Tyler became a director in 1919. Mr. T. Goodyear entered the directorate and was appointed chairman of the company in 1916. Mr. R. K. Allen, son of Mr. K. C. Allen, and Mr. R. P. Merritt, son of Mr. W. F. Merritt, have recently entered the works with a view to acquiring practical experience.

The expansion of the business has been steady and continuous in the hundred years that have elapsed since the Cowper Street premises were taken. Additions were made there in 1854 and 1898 ; in 1911, following a fire, the extensive pepper section was rebuilt in ferro-concrete, this being the first such building licensed by the London County Council. The grinding interests of Horner & Sons were purchased in 1907, and those of Ferris & Williams six years later. A water-mill and adjacent land were acquired at Long Melford, Suffolk, in 1899, with the twofold object of extending the distilling carried on at Cowper Street and of providing a more useful range of soils for herb growing than was obtainable at Ampthill. More land has since been added to the herb farm, which now comprises about 250 acres and, incidentally, provides a home for pedigree Suffolk horses, Suffolk Red Poll cattle and a well-known breed of pigs. With machinery designed from the outset for specific purposes, every process is subject to complete control, from the drying of herbs to the distillation of essential oils and the analytical testing. Rectification of some essential oils, the expression of English almond oil and the grinding of drugs are among the operations carried on at Cowper Street. In recent years the development of the export trade has rendered necessary the erection of a separate factory with its warehouses for packing in small containers. This has been established at Ardleigh Green, Essex. The policy of insisting on the finest quality obtainable, laid down by Stafford Allen a century ago, now finds its expression in the searching tests, analytical, biological or physiological, which each batch of product must undergo before being passed for issue. Thousands of types of label, in many languages, are turned out by the printing department at Ardleigh Green ; and the essential oils, powdered drugs, galenicals, perfumes and other specialities of Stafford Allen & Sons, Ltd., are described in well-written brochures.

Allen & Hanburys, Ltd.,

Bethnal Green, E.2, originated in the pharmacy at Old Plough Court, Lombard Street ; the registered offices of the company to-day are upon the site occupied by the original building, which was pulled down in 1872. This building, in a room of which Alexander Pope was born in May or June 1688, was erected after the Great Fire of 1666. It was in 1715 that Silvanus Bevan, a native of Swansea and an apothecary, opened the pharmacy at the age of twenty-four. His business prospered, and about the year 1725 he took as an apprentice his brother Timothy, who was admitted a member of the Society of Apothecaries in 1731. Silvanus Bevan concentrated on drugs of good quality at fair prices: Timothy, while animated by the same ideals, laid the foundations of a flourishing overseas connection which was further developed by Joseph Gurney Bevan, his younger son, who took over the business in 1775. The growth of the overseas section of the business has continued till the present time, when branch houses and agencies are to be found in all parts of the world.

William Allen entered the business in 1792 and became a partner, with Samuel Mildred, in 1795. In 1801

Mr. (afterwards Sir) Humphry Davy suggested that he should deliver at the Royal Institution the course of lectures on Natural Philosophy he had given at Guy's Hospital. This brought him into close touch with Davy, and they with several others assisted in the institution of the Geological Society; he was elected a Fellow of the Royal Society in 1807. He was associated with other leading pharmacists in the negotiations which led to the formation of the Pharmaceutical Society, becoming its first president in 1841. Among the names of the first members are those of William Allen, John T. Barry and Daniel Bell Hanbury, all of the Plough Court pharmacy. John Thomas Barry joined William Allen in partnership in 1818; he appears to have been the first to apply the method of evaporation *in vacuo* to the production of pharmaceutical products; he also kept poisons in angular bottles. William Allen died in 1843; he had taken into partnership in 1824 his two nephews, Daniel Bell Hanbury and Cornelius Hanbury. The former was a member for many years of the Council of the Pharmaceutical Society and its treasurer from 1852 to 1867. He was the father of Daniel Hanbury, F.R.S., a partner in the firm and part author with Professor Flückiger of "Pharmacographia," a work which is still regarded as an authority upon the subjects of which it treats. Hanbury was a member of the Board of Examiners of the Pharmaceutical Society and president of the British Pharmaceutical Conference in 1868-69. His name is perpetuated in pharmacy by the Hanbury memorial medal, awarded every two years for original research in chemistry and pharmacy. Cornelius Hanbury died in 1869. His son, Cornelius Hanbury, jun., M.R.C.S., was the first chairman of the board of directors of Allen & Hanburys, Ltd., which under this title dates from 1893; he died at an advanced age in 1917. The directors to-day are Frederick Janson Hanbury, Ph.C., F.L.S. (chairman of the board), R. J. Hanbury, M.R.C.S., L.R.C.P., F. C. Hanbury, Ph.C., F. W. Gamble, Ph.C., and J. Netherway, F.I.C.S.

The present-day activities of the company cover a very wide field. There are factories at Ware, Hertfordshire, extending over fourteen acres. Here the manufacture of drugs and galenicals is carried out on a large scale, the factory being equipped to deal with big batches of preparations; malt extract, which has been a speciality of the firm for three-quarters of a century and which is used extensively in the "Torch" brand malt extract and cod-liver oil, is made here, the apparatus installed being the most scientific and labour-saving. The well-known Allenburys pastilles, particularly the black currant and glycerine, are also produced; a special department of the factory is devoted to the manufacture of Allenburys milk foods, malted food and rusks. The Bethnal Green factory houses the administrative and executive sections of the company's business, as well as laboratories wherein are made the newer products which are having an increasing vogue with the medical profession. There are also extensive and well-equipped analytical, research, bacteriological and experimental manufacturing laboratories, staffed by highly trained chemists. No fewer than sixty-three pharmacists are employed in executive and other capacities. It is a rule that representatives applying for posts must possess the qualifications of the Pharmaceutical Society. There are, in addition, three medical men in the service of the company. The workshops for the manufacture of sterilising and hospital equipment as well as hand-made surgical instruments of the highest grade are also at Bethnal Green. There is an extensive oil factory at Aberdeen, equipped with the newest plant, where British cod-liver oil of all grades is prepared.

Baiss Brothers & Co., Ltd.,

174/175 Grange Road, Bermondsey, S.E.1, trace their history as manufacturing chemists to a date prior to 1833, when W. Arnold Baiss was a partner in the firm of Drew, Hayward & Baiss, 21 Great Trinity Lane, E.C. Messrs. W. Arnold Baiss and James Baiss commenced business, in the year just mentioned, at 102 Leadenhall Street, E.C. Both were among the founders of the Pharmaceutical Society. The firm afterwards removed to Jewry Street, and the original partners were followed by Mr. Arnold Baiss (who died in 1915) and Mr. Sydney S. Baiss (who retired in 1924). In 1899 an amalgamation with H. E. Stevenson & Co., Southwark Street, S.E.1, took place, the business being converted into a limited company in the following year. Mr. H. E. Stevenson relinquished his interest in 1912. From 1923 to 1930 Mr. E. H. Nicoll was on the board of directors; he then retired and went to live at Coventry, where he died last month. The present directors are Mr. A. G. Cresswell and Miss H. Stevens. In addition to their expanding export trade and extensive business in emulsions, the company specialise in packed pharmaceutical products. The distinctive "Three Bees" label is used for a wide range of medicinal and toilet goods, and chemists' own-name proprietaries are prepared to order. There is also an extensive sundries section, so that every requirement of the retailer in both departments is provided for.

John Bell, Hills & Lucas, Ltd.,

Oxford Works, Tower Bridge Road, London, S.E.1, was formed in 1909 to acquire the wholesale and manufacturing branch of the famous old business of John Bell & Co., 225 Oxford Street, London, W. The activities of the company are directed by Mr. J. Stuart Hills, F.I.C., Ph.C. (chairman and managing director), Mr. H. B. Stevens, O.B.E., F.I.C., Ph.C. and Mr. L. N. Hensman, Ph.C., while Mr. E. W. Lucas, C.B.E., F.I.C., Ph.C., an original managing director, retains a seat on the board. Mr. Walter Hills, the first chairman, died last year. The company had been established as a separate entity only a few years, when the outbreak of the great war caused its activities to be diverted to the manufacture of anti-gas appliances. This specialised work assumed large proportions and at one time over 4,000 hands were employed upon it; about forty million respirators of various types were turned out from the factories under its control. When hostilities ceased normal business was resumed. The company has made a speciality of colloidal preparations and has built up a large business in packed goods bearing customer's own name and address; it specialises also in the manufacture, packing and distribution of private formula articles, for which its factory is admirably equipped.

Arthur Berton, Ltd.,

Britannia House, 256-60 Old Street, London, E.C.1, was established by the present governing director's father, in 1850, for the manufacture of waddings and cotton wools. He traded only with wholesale firms. About 1876 foreign manufacturers entered the market and cut the price of this merchandise to such an extent that in order to dispose of his productions he had to cater for the larger retail businesses. Upon retirement of the founder, in 1887, the business was taken over by his son, the present governing director, Mr. Arthur Berton, who, as time went on, studied the requirements of the retail drug trade, and at 13-17 Worship Street, started the manufacture of druggists' sundries and surgical dressings. To cope with the increasing demand, additional premises had to be acquired, and ultimately, to get the London factory staff under one roof, modern and up-to-date premises were erected at Britannia House, Old Street, where a staff of over 300 white-coated employees are at present engaged. It is interesting to note that the company is at present able to produce absorbent cotton-wool of their own manufacture, and dispose of this at a lower price than it was sold pre-war. The directors are at all times willing to conduct their customers over the premises, which include fourteen separate departments, compactly arranged on seven floors. The arrangement is such that each section is able to derive the full benefit of daylight, thus allowing its workers the maximum advantage of ideal conditions. Each factory section possesses its own accommodation for hot and cold water washing. All floors are centrally served by a dual

lift service, thus enabling each section to despatch its finished article with the minimum of effort to the assembling department, which in turn adjoins the town motor and country despatch service department. The employees are able to enjoy the services of a modern canteen to provide for their lunches and teas.

Betts & Co., Ltd.,

1 Wharf Road, City Road, London, N.1, are of interest to the drug trade as manufacturers of collapsible tubes, sprinkler corks and metallic capsules. The business was originated in 1805 by Mr. J. Thomas Betts, at Bordeaux, where he was one of the original colony of English wine merchants. The business was carried on after his death by his two eldest sons, John and James Betts. The third son, William Betts, entered the capsule-making trade in 1846. He obtained a patent in that year for a process whereby lead could be plated with tin, in making metallic capsules. Mr. William Betts retired in 1874, and in 1881 a limited liability company, under the present title, was formed. The business was carried on until 1888 by the late Mr. Charles Cheswright, the present general manager taking over his duties in 1906. To the pharmaceutical visitor a walk round Messrs. Betts' factory is an experience of fascinating interest. From the tiny "discs" of metal, tubes are formed in a twinkling by means of dies, the metal taking the line of least resistance, running up the punch on the application of pressure. A battery of these presses may be seen in operation, turning out tubes of all kinds and sizes. In some cases slotting, screwing and capping are carried out on the presses. On the first floor of the factory may be seen such operations as corking caps and slotting tubes by hand. The tube decorating department is a triumph of organisation, it being possible to turn out tubes printed, dried and packed under the hour. In the painting department may be seen ingenious machines which are capable of applying as many as four colours at a speed necessary to cope with the great demand for elegant tubes, while a glance at the finished trays shows that a growing number of well-known toilet and perfumery products are destined to reach the market in this type of container. Messrs. Betts manufacture on a large scale sprinkler tops, rolls of tin and composition foils, and rolls of tea lead, besides metallic capsules.

Alfred Bishop, Ltd.,

Speck's Field's, 48 Spelman Street, London, E.1, whose products are familiar wherever English pharmacy has spread, was founded in 1857. In that year the late Mr. Alfred Bishop, Ph.C., started business as a manufacturing chemist and introduced his famous "granular effervescent citrate of magnesia." Orders came for the new preparation so fast that at first the inventor could hardly meet the demand. Mr. Bishop died in 1886, at the age of sixty-five, and until shortly before his death superintended the manufacture of his preparations. His two sons, Messrs. Walter Beacall and Alfred Bishop, were associated with him, and on the death of the founder carried on the business. The extent to which the successors developed the manufacture of medicines in granular effervescent form may be appreciated if such substances as antipyrine, phenacetin, exalgine, cascara sagrada and sulphonal are mentioned, besides a multitude of combinations. In 1892 the business of Alfred Bishop & Sons was converted into a limited company, the whole of the share capital being taken up by the partners in the firm and members of their families. Messrs. Walter Beacall and Alfred Bishop were managing directors, and continued personally to conduct the business as before. Mr. Walter Beacall Bishop, the elder son of Mr. Alfred Bishop, Ph.C., died in 1925, aged seventy-two. The business is still being carried on by Mr. Alfred Bishop and Mr. Alfred Oscar Bishop, son and grandson of the founder, who are the sole directors of the company. The staff of Alfred Bishop, Ltd., is rather unique in the fact that out of the seventy-seven employees all are related except ten: there are ten sets of sisters, three sets of fathers and sons and one set of grandfather, father and son. The factory, built in 1870, is still the nucleus of the manufacturing plant, and additions and expansions have been made continuously since then. Manufacturing operations are under the direction and control of Mr. H. M. Morgan, Ph.C. A factory has been started at Barcelona, Spain, and another in Sydney, Australia, and there are agencies all the world over. While granular effervescent citrate of magnesia has been the preparation on which Mr. Bishop founded his factory, other preparations have since been added. Among these may be mentioned Varalettes, Calcusol, lithium acetyl-salicylate (Litmopyrine) and calcium acetyl-salicylate (Kalsetal).

Robert Blackie,

Shen Works, Tower Bridge Road, S.E.1, occupy a modern building, the third of the "Shen Works," situated in Tower Bridge Road and easily accessible from the City and South. It consists of three stories. The ground floor is occupied by offices, manufacturing laboratory, testing laboratory, export packing department and powder mill. The next floor is devoted to packing and to a printing room where a number of small presses are run. The third floor deals exclusively with creams and the well-known spun ointments; this department also specialises in collapsible tube work. A few yards from the main building, in Maltby Street, Bermondsey, the firm has extensive buildings largely devoted to storage. Here disinfectants are manufactured, including high-grade B.P. lysol. It was here, during the war period, that continuous day-and-night shifts were working, manufacturing solidified methylated spirit fuel.

The greater portion of the laboratory is devoted to the manufacture of ointments and creams in which the firm specialises. When cold the ointments are treated by the original spinning process, which gives them the uniformity of which the firm is so proud. Special attention



ROBERT BLACKIE
Shen Works, Tower Bridge Road Entrance

is devoted to the manufacture of ointment of suitable melting points for export to the tropics. The firm has records of over 8,000 private recipes on its books made to its customers' confidential formulas. Subsidiary to ointment manufacture, but of growing importance, is the preparation of spun emulsions, for which some of the latest types of homogenisers have been installed. The firm produces its own showcards. The works are under the direct supervision of Mr. Robert Blackie, M.P.S., the founder of the firm, while the laboratory is in the charge of Mr. L. J. S. Lane, B.Sc., chemist and druggist. Besides the manufacture of official galenicals and such preparations as Thermok-aline (cataplasma kaolini) the firm carries on an extensive merchandising trade in drugs in general use.

The British Drug Houses, Ltd.,

Graham Street, City Road, London, N.1, was formed on January 1, 1909, to acquire the businesses of Barron, Harveys & Co., Giltspur Street, E.C.; Davy Hill & Hodgkinsons, Ltd.; and Hearon, Squire & Francis, Ltd., Southwark Street, S.E. Mr. Charles A. Hill, B.Sc., F.I.C., was appointed managing director of the company, his co-directors being Messrs. C. Hodgkinson, F. Clarke, Alan Hicks, R. K. Harvey, R. M. Harvey, W. L. Howie, G. B. Francis, Alan Francis and W. A. H. Naylor. The constituent businesses were carried on as before at the premises in Giltspur Street, Park Street and Southwark Street. Before the amalgamation had actually taken place, however, Mr. Hill had secured premises situated upon the City Road Basin of Regent's Canal, and to this was afterwards added the adjoining wharf occupied by the Borough of Islington. These premises, together with the fine chemical works situated on the Wharf Road side of the canal, were described and illustrated in the *C. & D.*, June 25, 1932.

The B.D.H. main factories now occupy an area four times greater than in 1909. The company has just acquired an additional freehold site in Wharf Road, with further frontages to the canal and Wenlock Basin. This site includes a fine modern fireproof building with six floors, covering a space of over 25,000 super feet. There are also numerous outbuildings and open spaces, and a



THE BRITISH DRUG HOUSES, LTD.
The Site as it was in 1828

water-softening plant with a capacity of 12,000 gallons per hour. Our photogravure illustrations (p. 680) show two aspects of the Wenlock building and a bird's-eye view of B.D.H. chemical works at Wharf Road, with the Graham Street premises in the background. This photograph was taken from the lofty eminence of the roof of the Wenlock premises, from which a magnificent panoramic view of London is to be seen. It is proposed to use part of the new Wenlock building for the storage of crude drugs, thus centralising a portion of the business which, owing to lack of accommodation, has for some years been carried on at Islington Green. Other floors are to be devoted to export departments, formerly housed at Bunhill Row. Hence the new premises effect a concentration of activities making for greater efficiency and economy in working. The present directors are as follows:—Charles Alexander Hill, B.Sc., F.I.C. (chairman and managing director); Reginald R. Bennett, B.Sc., F.I.C.; Francis Howard Carr, C.B.E., D.Sc., F.I.C.; Alan Francis; C. Mervyn Hill; F. C. Oscar Shaw; and Kenneth G. Shaw.

Britton, Malcolm & Waymark, Ltd.,

38 Southwark Bridge Road, London, S.E.1, was established at the end of 1921 by the three present directors, who left S. Maw, Son & Sons, Ltd., for that purpose after a combined experience of fifty-five years in druggists' sundries and surgical instruments with that well-known business. The trade mark Dependable was adopted at the outset, and the policy based on that standard. The subsequent growth of the business, and the many friends it is happy to possess to-day after twelve years of trading, may be accepted as evidence of some success in the application of an exacting standard to a trade of such bewildering detail as druggists' sundries and surgical instruments. The development of a wholesale business from nothing at all was an arduous but most interesting task. It was undertaken on steady conservative lines, building for the future rather than for the moment, and the practical recognition of the fact that the goodwill of suppliers was of equal value to the goodwill of customers has had a considerable share in making the present position of the company. The progress of business has been marked in a sense by the evolution of various trade marks, among the better known being Clinbritic, Resila and Vigoron, to which was added the well-known trade mark Vevax, acquired from R. J. Reuter Co., Ltd., about two years ago, when that company relinquished general business to specialise on the 4711 eau de Cologne series. At the same time Messrs. Reuter transferred their business in medical sprays—Ariston, Delta, Alpha and so forth—together with many other important lines as delf jars, suspensory bandages, washing squares and enemas. A contributory cause to the successful and pleasant running of the company's business is to be found in the diversity of the experience of the three directors, showing differences which fitted into sectional development with an effect of predestination almost uncanny in its completeness. Mr. A. B. Britton, Ph.C., who is mainly responsible for the chemists' side of the business and the general duties of secretary, was apprenticed to a retail firm in South London, and subsequently had a valuable experience with Mr. A. E. Hobbs, Ph.C., Tunbridge Wells. He passed the Minor examination in 1899 and the Major in 1900. Then followed three very pleasant years with Savory & Moore, New Bond Street. To the showroom of S. Maw, Son & Sons, Ltd., was a somewhat drastic change, but one not regretted. Brushes have apparently had a particular fascination for him, and for two years he officiated as chairman of the Bone Brush Makers' Association in succession to the late Mr. Ernest Kent. Mr. Malcolm commenced his career in pharmacy by serving a five years' apprenticeship at Musselburgh, at the establishment now known under the style of Harley & Harper. He gained further retail experience in South-West London, and at John Barker & Co., Ltd., Kensington. Mr. Malcolm "crossed the floor" to the wholesale side by an appointment as representative for F. Schutze & Co., Ltd. After four years of this an engagement with Messrs. R. J. Reuter accounted for a very active six years' experience of specialised good-class sundries business. At the termination of this period Mr. Malcolm succeeded Mr. Charles Martin as the senior London representative of S. Maw, Son & Sons, Ltd., and continued in that capacity for about seven years. Mr. Malcolm's varied experience is realised to its full value in the direction of Messrs. B. M. W.'s representative staff, and his knowledge of retail requirements is a great asset. To Mr. Waymark is entrusted the direction of the business in surgical instruments and sundries, a position for which circumstance and inclination have combined to make him eminently fitted. Mr. Waymark's association with the surgical world has practically existed all his lifetime; he was born in the Military Hospital, Bombay, and was a resident for eight years at St. Bartholomew's Hospital, London. Surgical instrument catalogues were a favourite study at the age of twelve! To enter the surgical instrument department at Messrs. Maw's when fifteen years of age was a natural corollary, and a happy instance of the square peg in a square hole. Mr. Waymark, who attended the Medical Congress at Bombay in 1912, became manager of the surgical department in the same year, and his work during the war was of a particularly onerous nature. He has developed an important business with the chief London hospitals, and has quite a missionary zeal in the direction of assisting chemist customers in the development of a side of business not too well known to them, but which offers both reputation and profit.

Brown & Son (Alembic Works), Ltd.,

was established in 1849 by Ferdinand William Brown, at Charlotte Street, King's Cross, in a small workshop, built at the rear of his private dwelling. The principal work done then was the manufacture of chemical and physical apparatus for the old London School Board, and surgical instruments for various London hospitals. In 1900 larger premises were acquired in Caledonian Road with increased staff, and were taken over by the founder's son, Mr. Ernest Brown. In these premises electric power was installed for lathes and machinery which hitherto had been hand or foot driven. Soon after this the products of the company were increased to cover pharmaceutical and chemical machinery, stills, sterilisers, vacuum plant, etc. In 1910 the Alembic automatic still was invented and patented. It was made in various sizes and outputs, the smallest of which was sold in thousands. In 1915 another move was made into a new factory at Holloway, the present address. During the war period the works were controlled by the Air Board, and the output consisted of aero-engine parts, petrol tanks, aluminium sheet work, and field sterilisers. In 1922 Mr. Ernest Brown died and for a year and a half the firm was controlled by a trust. In 1925 it was formed into a limited liability company. The company now manufactures complete equipment for educational, technical, research and works laboratories, pharmaceutical apparatus and plant, distilling apparatus, ovens and sterilisers.

Burgoyne, Burbidges & Co., Ltd.,

East Ham, E.6, were founded in 1741 by Thomas Fynmore at 65 Aldersgate Street, E.C. In the nineteenth century the business was removed twice—first to 31 Throgmorton Street and then to 16 Coleman Street, both within the square mile forming the City of London. Early in the century the style of the firm became Fynmore & Palmer; in 1812 Richard Hotham Pigeon (afterwards the first treasurer of the Pharmaceutical Society) was admitted to partnership, with a corresponding change in the firm's name, which was later altered to R. H. Pigeon & Son. Mr. Pigeon died in 1851, and his son (of the same name) in the following year, leaving Mr. Burgoyne, who had joined them meanwhile, the sole proprietor. He took as partners Messrs. Thomas and Frederick Burbidge, and the firm was known as Burgoyne & Burbidges. In the late 'sixties Dr. W. S. Squire, eldest son of Peter Squire, joined the firm, and his name was added to the title. That partnership terminated in 1870, when Dr. Squire decided to branch off into chemical industry. Mr. Thomas Farries, Ph.C., and Mr. Julius Cyriax were admitted as partners in 1875; the firm's title was now Burgoyne, Burbidges, Cyriax & Farries. Mr. Cyriax died in 1892, and the death of Messrs. Thomas and Frederick Burbidge left Mr. Farries for a time the sole proprietor, trading as Burgoyne, Burbidges & Co. Messrs H. R. Arnold, Charles S. Webb, Gerald R. Moxon and R. G. Halstead were subsequently admitted to partnership. Mr. Webb died in 1900. Conversion into a limited company took place in 1916, with Messrs. Thomas Farries (who died two years later), H. R. Arnold and R. G. Halstead as the first directors. On the death of Mr. H. R. Arnold, in 1929, Mr. R. G. Halstead became governing director, and the board to-day includes Mr. C. P. Winchester, Mr. W. Crawford and Mr. W. C. Peck, M.Sc., A.I.C. Mr. C. Rawlinson has lately joined the board. The secretaryship was assumed by Mr. A. C. Bright, A.C.A., in 1931, following the retirement of Mr. W. J. Beckley after nearly fifty years' association with the company.

In 1905, all manufacturing departments were removed to specially erected premises at East Ham, an illustrated description of which appeared in our Special Issue of January 30, 1909 (pp. 165-167). From the first everything had been planned to make these premises perfect for the manufacture of chemical and galenical preparations. The building is primarily divided into three very large halls, each 250 ft. by 40 ft., self-contained, fireproof, and conveniently divided into sections. It was not long, however, before it was found that still more room was needed, and buildings were erected by the side of these in which to carry out the manufacture of scale preparations, galenicals, effervescent preparations, etc. During the war the manufacture of chloral hydrate was successfully attempted, and soon a special building was erected. Round this new building grew the fine chemical department which to-day covers an area of four acres and is responsible for the manufacture of hundreds of different products, the chief of which are chloral hydrate, butyl chloral hydrate, magnesium sulphate, bismuth and mercury salts. The central portion of the building contains the galenical laboratories; the portion to the left is used for storage, and that to the right for chemical laboratories. In the analytical department records are kept of assays of drugs and their products, tests of chemicals and so forth. The most modern machinery has been installed and kept up-to-date for the manufacture of tinctures, fluid extracts, emulsions, ointments, granules, and all the other forms of medicament, as also for the distillation of essential oils, spirits and waters, and the compounding of fruit essences. It is interesting to note that the company was originally formed to carry on the business of export druggists; but the home market was soon attacked, and while the red, black and white label with the letters "B. B. & Co." superimposed on a diamond is recognised in every foreign market, the British public readily recognise the name "Burgoyne" from such preparations as Burgoyne's Universal Fruit Saline, Normo-Gastrine, Zotal Liniment and a host of counter requisites.

Burroughs Wellcome & Co.

Snow Hill Buildings, London, England, is an address familiar to medical men and pharmacists, in every corner of the world, as the home of Burroughs Wellcome & Co., who are successors to, and sole proprietors of, the business of Brockedon, the originator in 1842 of compressed chemicals. "B. W. & Co." may be credited with having revolutionised the method of administering medicines, and have obtained universal recognition as makers of products of exceptional purity issued under the "Tabloid" and other brands. It should be recorded, however, that the firm has no less than eight Associated Houses in different parts of the world—New York, Montreal, Sydney, Cape Town, Milan, Bombay, Shanghai and Buenos Aires—to say nothing of their depôts in the other principal cities of the world. Subsidiary to the Chief Works situated at Dartford, there are the Wellcome Chemical and Galenical Works and experimental Research Laboratories, New York, and the Wellcome Chemical and Galenical Works and Laboratories, Montreal, in addition to the Chemical Works, Sydney.

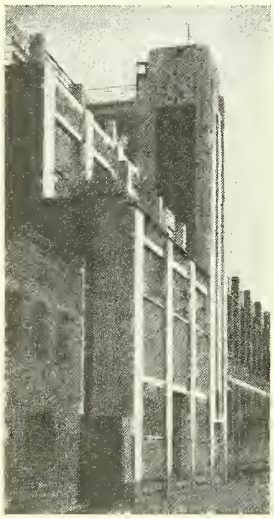
Of their manifold activities there is one specially worthy of emphasis in the present review. The work of Burroughs Wellcome & Co. on alkaloids has been, and is, chiefly concerned with the isolation of rarer varieties such as emetine, ephedrine, ergotoxine, as well as of glucosides such as those of strophanthus and digitalis. So long ago as 1896 they began research work with the view of producing these substances, and, before the Great War, were making a number of them on a commercial scale, including aconitine, atropine, eserine, emetine, hyoscine and pilocarpine. The Wellcome brand standard for the melting point of pilocarpine was afterwards adopted as the official melting point of the salt given in the B.P., 1914. The isolation and preparation, on a commercial scale, of ergotoxine, together with the two accompanying principles, ergamine and tyramine, were achievements concerning which the firm could be justly proud. The culmination of this research, which began nearly thirty years ago, was seen in the production of crystalline ergotoxine, followed in 1925 by the discovery of ergotoxine ethanesulphonate, the patent for the manufacture of which was surrendered by Burroughs Wellcome & Co. to enable the salt to be

officially adopted in the British Pharmacopœia. The introduction of Diginutin, a stable solution of the total glucosides of digitalis leaf, marked an advance in digitalis products. The latest achievement of the firm is the isolation of a new glucoside—digoxin—obtained from the leaves of *Digitalis lanata,* which have a much greater physiological activity than those of *Digitalis pupurea.* The most recent research work on ephedrine, which resulted in the isolation of two accompanying alkaloids, nor-d-ψ-ephedrine and l-methylephedrine, was undertaken in their laboratories.

Burroughs Wellcome & Co. were one of the first firms to prepare insulin on a commercial scale. In the preparation of medicaments for the treatment of tropical diseases Burroughs Wellcome & Co. have an unrivalled record. The modern treatment of leprosy dates from the discovery, in 1904, of the nature of the acids peculiar to chaulmoogra and hydnocarpus oils. This pioneer work was carried out at the Wellcome Chemical Research Laboratories, and Burroughs Wellcome & Co. soon made available Moogrol. Eventually they issued Iodised Moogrol. As a result of further investigations, avenyl, an organic salt of 2-myristoxy-mercuri-3-hydroxybenzaldehyde was introduced. For many years prior to the Great War, Burroughs Wellcome & Co. were engaged in the synthesis of organo-arsenical compounds, amongst these being soamin. The unique experience gained enabled them to produce the first British arsphenamine product, kharsivan. This has since been replaced by neokharsivan and a still later product, kharsulphan.

W. J. Bush & Co., Ltd.,

Ash Grove, London, E.8, the first business to be established in England for the manufacture of flavouring essences, was founded by Mr. W. J. Bush in 1851. Mr. Bush was articled to a physician practising in Albemarle Street, but during the apprenticeship his taste for chemistry was so developed that instead of proceeding to the medical examinations he joined the staff of a firm in Great St. Helen's, in order to become acquainted with the chemical trade. At the early age of twenty-three he started in business on his own account in Bishopsgate Street, under the title of W. J. Bush & Co. In these premises the founder established himself as distiller and importer of essential oils and a manufacturer of soluble and fruit essences and other products used by confectioners and the aerated water trade. The Bishopsgate Street premises were soon found to be too small; he removed to Artillery Lane and also erected stills and other plant which formed the nucleus of the present factory at Ash Grove Hackney. In 1885 Mr. Bush purchased a site opposite to the first Artillery Lane premises and built a large fireproof warehouse specially suited to his requirements as a store and offices, the whole of the manufacturing operations being carried on at Hackney. Of the seven sons and three daughters of Mr. W. J. Bush, three of the former were associated with him in the business up to the time of his death in 1889. These sons had managed the business for some years before their father's death, as he had latterly taken an active part in civic affairs. After his death the partners in the firm consisted of Mr. William Ernest Bush, Mr. Richard Arthur Bush, Mr. James Mortimer Bush, Mr. Alfred W. Bush (who prior to joining the business served an apprenticeship with a firm of colonial brokers and remained in Mincing Lane for about six years), and Mr. Alexander Bush. The business continued under the management of the sons, and in 1897 it was converted into a limited company, under the chairmanship of Mr. W. E. Bush, who in 1889 was created a Baron by the Duke of Saxe-Coburg Gotha. With him were Mr. J. M. Bush and Mr. A. W. Bush as joint managing directors. After the death of the Baron de Bush in 1903, Mr. J. M. Bush was elected chairman of the company, which position he still holds in addition to his joint managing directorship with Mr. A. W. Bush. Other directors of the company are Mr. Ferdinand Bush, Dr. P. C. C. Isherwood and the Right Hon. Lord Hayter. There are now three grandsons of the founder, Mr. Brinsley Bush, Mr. Eric Bush and Mr. Cecil Bush, actively engaged in the business.



W. J. BUSH & CO., LTD.
New Extension to Natural Fruit Products Department

The company has many branches, both at home and abroad. In 1886 a factory was established at Mitcham for the distillation of lavender and peppermint oils, and later for the manufacture of vanillin and other products; while the works at Widnes, Lancashire, is engaged in the production of cream of tartar and other chemicals. The business of Messrs. Potter & Moore was acquired some years ago, but was formed into a separate company in 1929. There are, in addition, two other associated companies, W. J. Bush & Co., Inc., New York, with its factory at Linden, New Jersey, and Citrus Products, Inc., at National City, California, at which latter factory large quantities of fruit juices and various by-products of the cannery industry are prepared for the market. Branches abroad have been established at Melbourne and Sydney, Australia; Montreal, Canada; Durban, South Africa; Mili, Messina and at Grasse. In recent years the extensions at Ash Grove have been on such a scale that the supply of steam provided by the existing boilers was found to be quite inadequate, with the consequence that in 1930 a new power-house was erected and provided with a high-pressure tubular boiler with modern fitments including a mechanical stoker and rubbish destructor. In addition a turbine and diesel engine together furnish an output of electric current of 420 kilowatts. This year it has been found necessary to make considerable extensions to the department engaged in the manufacture of fruit products. It is of interest to note that two of the directors were pupils of the late Dr. Attfield of Bloomsbury Square, and that a number of pharmacists have been associated with the firm, including Mr. W. H. Short, the late Mr. W. Sharpe Gill and Mr. J. O. Braithwaite, who up to the time of his retirement last year had been with the firm for thirty-four years.

Thos. Christy & Co.

were founded by the late Mr. Thomas Christy in 1868. The firm was at first established as a merchant's business; but as Mr. Christy had travelled extensively in the East, and was very interested in exotic plants and drugs, he decided to develop the business upon the lines of importing crude drugs, particularly new and rare ones. He introduced these to wholesale druggists in their natural state and to the medical profession in the form of fluid extracts and tinctures, and the firm in consequence became very well known. In the 'seventies and 'eighties Messrs. Christy published "New Commercial Plants and Drugs" and "New and Rare Drugs," useful manuals now out of print.

In the year 1900 the business had so grown that it was necessary to vacate 25 Lime Street, and move to larger and more convenient premises at 4/12 Old Swan Lane, E.C.4. The business has continued to extend, and other buildings have since been taken over from time to time. In 1903 Mr. Thomas Christy admitted into partnership his son Gilbert, his manager, Mr. Benjamin Richardson, and Mr. E. A. Jahn, who for some years previously had had charge of the Continental section of the business.

Mr. Thomas Christy died in 1905, and Mr. Jahn retired in 1909. Mr. Gilbert Christy chiefly occupied himself with the manufacturing side of the business and the investigation of new remedies, with a view to introducing them to the medical profession. Mr. Richardson has for many years been responsible for the management of the business, and it is largely under his guidance that the firm has progressed to its present position. He is a member of the Council of the Proprietary Articles Trade Association. About the time of the formation of the partnership the firm started the manufacture of toilet lines, specialising in own-name preparations. They have for some years held distributing agencies for many American, English and Continental firms, whose preparations have in many instances become household words. The firm's own specialities are so well known to the trade that there is no need to enumerate them here. Thomas Christy & Co. possess complete facilities for the manufacture and distribution of proprietaries, both in London and Paris, and such service is being rendered to many of the principals. The firm also has a distributing house in Antwerp. With deep regret we had to announce early this year the death of Mr. Gilbert Christy.

Coates & Cooper, Ltd.,

94 Clerkenwell Road, London, E.C.1, specialise in the distribution of medical, dental and pharmaceutical products. The directors are Mr. R. R. Coates and Mr. G. L. Cooper. The former was apprenticed to the late George Taylor, chemist and druggist, Kidderminster, with whom he served for seven years, and then remained a further two years as assistant. Later he spent two years with Walker, Troke & Co., manufacturing chemists, Bath Street, London, whose interests have since been taken over by Wyleys, Ltd., Coventry. Following this appointment he became associated with the Hoffmann-La Roche Chemical Works, Ltd., as medical representative. From 1915 to 1919 he served in the Artists' Rifles, being gazetted to the Gloucesters, from which Regiment he was seconded to R.E.'s Special Gas Company, and served as Gas Officer in the 7th Division, both in France and Italy. Later he commenced business as Dick Coates & Co. Mr. G. L. Cooper was apprenticed in 1910 to Mr. W. Browne, of Hampstead, London, afterwards proceeding to the Pharmaceutical Society's School of Pharmacy. He joined the University of London O.T.C. in 1914, and later the Inns of Court O.T.C., being gazetted to the Lincolnshire Regiment in 1915. He served in France until September 1919, when he was wounded. Subsequently Mr. Cooper left the retail. In 1925 he took over the agency business of Lionel Cooper, and in January 1926 transferred the office to Great Tower Street, London. In the same year the business was amalgamated with Dick Coates & Co., and traded under the title of Coates & Cooper. In 1931 the firm was converted into a private limited company, and owing to the growth of the business the old premises in Great Tower Street were vacated and a move was made to 94 Clerkenwell Road, London, E.C.1. Amongst the houses for whom they act as agents in this country and the Dominions, are those of Reed & Carnrick ; Dr. Joachim Wiernik & Co.; Gomenol Laboratories ; Battle Creek Food Co.; Munchen Chemical Works ; American Apothecaries' Co.; The Bio-Chemical Co. Laboratories, Ltd.; A/S Serpens Chemical Works ; Temmler Chemical Works ; Krause Medico ; and Dr. Thilo & Co.

The Cooper Laboratory, Ltd.,

was founded in Watford in 1904, and from then until the outbreak of war was engaged upon pure chemical research work, covering wide fields. The special knowledge acquired during these years of research was of immense value during the war, and, amongst other activities, large quantities of saccharin were produced to meet the sugar shortage. The average output of saccharin tablets was twenty-two millions a month, and these were distributed to chemists and the large catering houses. Up-to-date machinery ensures low production costs and highly finished products. The Cooper Laboratory is situated on land forming part of the old Cassiobury Park, formerly the seat of the Earls of Essex, with ideal conditions for hygienic manufacture. A very comprehensive stock of all standard tablets and pills is at the service of the chemist, and special attention is given to the making of private recipes. In addition to these standard lines The Cooper Laboratory manufactures the following specialities:—Paralact tablets for chilblains, Curacne tin compound tablets, Netto, an efficient dry cleaner, and Denovo wrinkle remover. They have, we are informed, just introduced Belsam ointment, which they state is remarkably efficacious in cases of hæmorrhoids and allied conditions. There is an up-to-date printing department.

Cresswell Brothers

is a name synonymous with the sponge trade. The business was established in 1850, under the style of R. Cresswell & Co., in Paris and in London, by Mr. Randal Cresswell, who was probably the first Englishman to develop the Mediterranean sponge trade. His brig, the *Cresswell,* traded between this country and the Mediterranean ports. He had considerable influence in opening out and developing the sponge fisheries in the West Indies, where he established agencies. The business of R. Cresswell & Co. was finally merged into that of Cresswell Brothers & Schmitz, of Red Lion Square, London, W.C.1. Mr. Randal Cresswell died in 1902. In 1903 a company, International Sponge Importers, Ltd., was formed, amalgamating the interests of the principal sponge importers, including Cresswell Brothers & Schmitz, Henry Marks & Son, Ltd., and I. & M. Cohen. Mr. Ernest J. J. Cresswell and his brother Mr. Alfred G. Cresswell together direct the Cresswell Brothers branch of the larger organisation. Such operations as bleaching and sorting the cheaper classes of sponges are carried out by Messrs. Cresswell Brothers at Red Lion Square, where the largest and most up-to-date bleaching and drying plant in Europe has been installed. The company owns freehold premises at the port of Aegina, Greece, the most important centre of the Mediterranean sponge trade, and have now a resident buyer at Symi.

The Crookes' Laboratories,

British Colloids, Ltd., were established in 1912 at Ladbroke Grove, London, W., and in the same year the late Henry Crookes, A.R.C.Sc., coined the word "Collosols" (a combination of the words " colloidal solutions ") as indicating and describing the products of his discoveries made in collaboration with his distinguished father, the late Sir William Crookes, O.M., F.R.S. Before this period, however, Collosol preparations had been clinically tested and found to possess undoubted superiority over the same drugs in the molecular state. Some idea of the complex nature of the work involved and the difficulties surmounted can be gauged from the fact that upwards of 2,000 separate experiments were necessary to secure success. Amongst the first who visualised the potentialities of Crookes' Collosols from a practical standpoint must be mentioned the late Sir Malcolm Morris, K.C.V.O., who, taking advantage of the unusual facilities at his command, gave these drugs extensive trials and so became speedily convinced that they represented a very distinct advance in clinical medicine. By 1919 the increasing demand for these " old drugs in a new state " rendered it essential to enlarge the laboratories considerably, and the company then moved to more commodious quarters in Chenies Street, Tottenham Court Road, London, W.C.1. Medical interest, however, continued to grow and necessitated in 1931 a yet further move to still larger works and laboratories at Park Royal, London, N.W.10, where new buildings are in course of construction. The *personnel* includes the active participation of Sir William Pope, D.Sc., F.R.S. (professor of chemistry at Cambridge University), as consulting chemist, while Mr. J. F. Ward, B.Sc., M.P.S., is chief chemist.

Dakin Brothers, Ltd.,

82 Middlesex Street, E.1, were founded in 1814 by W. Bryden, chemist and druggist, at 78 Cornhill, E.C. In 1819 (or 1820) the business became W. Bryden & Co., and entered on its long career as a wholesale and export firm, removing for more space and greater convenience to Abchurch Lane in 1828. Thomas Dakin entered the firm shortly afterwards, and in 1850 acquired the business, in which he was joined later by his brother Joseph, when the firm became Dakin Brothers. Thomas Dakin was previously in business in 1841 at 78 King William Street. He retired from the firm in 1867, became Lord Mayor of London in 1870, and received a knighthood. He was the first president of the United Society of Chemists and Druggists in 1861, and died in 1889. In 1865 Mr. J. Harrison Dakin (son of Mr. Joseph Dakin) joined the firm. The business was converted into a limited company in 1907 with a capital of £50,000. Dakin Brothers of China, Ltd., was formed in 1889, with premises in Hong Kong, but was later closed when the company's policy of travelling representatives was started in their leading markets. In 1901 the present building was put up and specially fitted for Messrs. Dakin Brothers' requirements, and a few years later an annex was built on adjacent ground. In 1921 Mr. J. Harrison Dakin died, having been in close control of the affairs of the company up to a short time before his death. At that time his son, Mr. Geoffrey Dakin, after being on active service in France throughout the war, had taken his place on the board again. He had been a director before the war, having taken his qualification as a pharmaceutical chemist and trained for the post for some years in the firm. Owing to ill health he was obliged to retire in 1925, and died in 1931. The company has recently strengthened its management by enlisting the services of Mr. F. H. Budden as managing director. The continuity of the Dakin interest is maintained by Miss D. Harrison Dakin, who is one of the directors, the other members of the board being Mr. A. V. Appleton and Mr. F. C. Bailey.

J. T. Davenport, Ltd.,

83-87 Union Street, London, S.E.1, are known all over the world as the manufacturers of a single proprietary, Dr. J. Collis Browne's Chlorodyne. John Collis Browne, an Army surgeon, devised his preparation in 1846 as the outcome of exceptional experience in the treatment of cholera in India. Returning to this country, he obtained striking success with it in cholera epidemics in 1853-54. He then offered to sell the formula to Mr. J. T. Davenport, Ph.C., who carried on business at an address in Great Russell Street, London, W.C.1. Mr. Davenport was then vice-president of the Pharmaceutical Society; he became president in 1855, and was followed in that office by Jacob Bell. The negotiations ended by Mr. Davenport arranging with Dr. Collis Browne to manufacture of chlorodyne and share in the profits.

In 1902 the production of Dr. J. Collis Browne's Chlorodyne was vested in a private company entitled J. T. Davenport, Ltd. In this same year Mr. J. T. Davenport died; he was succeeded by his son, Mr. Horace Davenport, Ph.C., the well-known athlete and sportsman whose name figures many times in the roll of amateur swimming champions of Great Britain. In 1903 the lease of the old pharmacy in Great Russell Street expired, and a new headquarters was established in Union Street, S.E.1. The retail business was not continued here, owing to the progressive demand, both at home and abroad, for Chlorodyne—to the production of which the manufacturing activities were henceforward entirely devoted. From 1914 to 1918—the years of the war—similar tributes were paid to the value of Dr. J. Collis Browne's Chlorodyne as were paid in the Crimean and South African wars. Large gifts of the medicine were accepted by the Army Council, who favoured J. T. Davenport, Ltd., with a letter of thanks for their generosity. During the war the Empress of Russia cabled for a large supply of Chlorodyne for the Russian forces. In 1922 the company acquired a freehold site in Union Street, S.E.1, and erected new headquarters, embodying up-to-date laboratories and offices, which they occupied in 1924. In 1925 Mr. Horace Davenport died. His office as chairman and governing director of the company devolved upon his nephew, Mr. Hayward M. Davenport, who, as chairman also of Camwal, Ltd. (The Chemists' Aerated Mineral Waters Association, Ltd.), and as a director of Barclay & Sons, Ltd., 95 Farringdon Street, E.C.4, continues the same interest and activity.



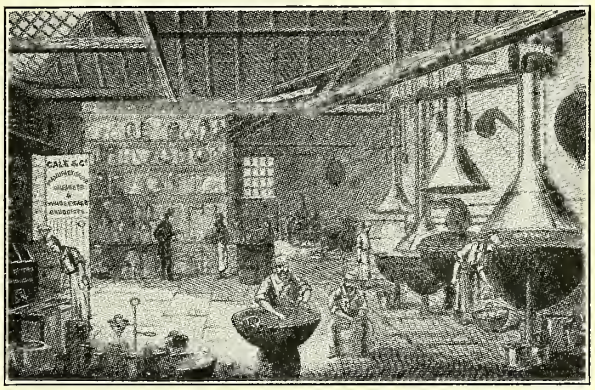
J. T. DAVENPORT, LTD.
The Home of Dr. J. Collis Browne's Chlorodyne

Demuth's Laboratories

are situated at 68 Salusbury Road and Montrose Avenue, London, N.W.6. Mr. Demuth, F.C.S., the principal, although of a retiring disposition, is well known in the drug trade, and is an extremely interesting personality. His laboratories have been established in London for over thirty years, but prior to this Mr. Demuth did much valuable research work in the Colonies on behalf of the Government, chiefly connected with veterinary medicine, agri-horticultural products, refrigeration, etc. He invented an autoclave known as the Demuth rapid formaldehyde vaporiser, which was accepted by Professor Thresh and incorporated in the standard work "Disinfector and Disinfectants." He also invented the Demuth apparatus for rectifying, purifying and rapid maturing of brandy and wines. Mr. Demuth is essentially a practical scientist and believes in the joint application of common sense and chemical science for the solution of most everyday problems. His business is first and foremost a personal one, and its growth is due to the high standard of his products, allied with their general utility; he holds several gold medals for his products. For many years Mr. Demuth has directed his researches towards high-class pharmaceutical products, such as medicinal oils in powdered form, semi-solid emulsions of high oil content, as well as exclusive toilet specialities. The more important products emanating from these laboratories are Risiccol—Demuth's castor oil powder—chaulmoogra oil, sandalwood oil, male Fern extract, copaiba oil, creosote, etc. (all in powdered form), Analax—a laxative pastille; Muthol—a semi-solid emulsion of liquid paraffin, Harmozan pine needle extract bath squares, Mirados—a preparation for the prevention and alleviation of insect bites, Frozoclone—the original solid eau-de-Cologne, and Carnate—an antiseptic and waterproof nail polish paste.

Gale & Co., Ltd.,

15 Bouverie Street, E.C.4, were founded as manufacturing chemists by Mr. John Parrah Gale at 41 Salisbury Square, E.C., not far from their present address, in 1786. Until 1859 the style of the firm underwent various changes; then Mr. John B. Mackay entered into partnership, but retired in 1870 and started business as Mackay, Mackay & Co. (afterwards absorbed by another wholesale



THE LABORATORY OF GALE & CO., LTD.
As it was about the year 1850

house). In 1910 it was converted into a limited company, the directors being Messrs. P. A. P. Gale, A. D. A. Gale (grandsons of the founder) and T. Jefferson. On the decease of Mr. Jefferson, Mr. A. W. Topping joined the board, and the company extended their activities to foreign and colonial markets. Messrs. Gale & Co., Ltd., are shortly moving to larger premises after carrying on business at Bouverie Street for 125 years and in the same postal area for close upon a century and a half.

Glaxo Laboratories,

56 Osnaburgh Street, London, N.W.1, are an organisation famous for over a quarter of a century as the makers of the food that "builds bonnie babies." In the last five years they have, however, become almost equally well known for fine pharmaceutical products. Glaxo Laboratories have so developed that to-day they can offer a list of some forty pharmaceutical products, as well as a wide range of modern foods for infants and others. To-day, in the research laboratory at Osnaburgh Street, is an experimental plant for irradiating ergosterol and for preparing calciferol G.L., the pure crystalline vitamin D. Here also checks are made on the large-scale production of vitamin D that is carried on at their factory in Middlesex. Ostelin, the vitamin D preparation, was first produced by the Glaxo Laboratories in 1924, and has since become widely known in its various forms.

Every preparation that bears the Glaxo Laboratories' "G.L." device has been subjected, at every stage of its manufacture, to rigorous scientific and technical control. It is in the general laboratories at Osnaburgh Street that the majority of this work is done, whether it be the cross-checking of the powder to ensure, for instance, the percentage of fat in Sunshine Glaxo; or checking the addition of vitamin D that is made to the majority of the milk foods. The capsule department—where Adexolin (vitamins A and D) capsules are made and filled: the packing floor, where Sunshine Glaxo, Glucose-D and similar bulk products are packed by machinery so ingenious that no hand ever touches the products themselves: the bacteriological laboratories where antiviruses are prepared and where products and packs are regularly sterilised: the ampoule department, where the new, easily opened G.L. ampoules are filled under aseptic conditions by the only machine of its kind in this country: all play their part in making the Glaxo Laboratories one of the most complete and advanced pharmaceutical houses in the country. Visitors to the Conference will be welcomed at any time during Conference week at the main offices and factory at 56 Osnaburgh Street, N.W.1. The company maintains also subsidiary research laboratories in Fitzroy Square, a factory in Middlesex that is given over to the large-scale production of vitamin concentrates, fish-liver extracts for pernicious anæmia, and other complicated manufacturing processes. There are also separate factories in New Zealand, Australia and South America.

The R. H. Heward Company,

Crown Road Works, Twickenham, are well-known manufacturers of bandages, surgical instruments and appliances. The business was established in 1914 by the late Mr. R. H. Heward, in the centre of Twickenham, in partnership with Mrs. Heward and Mr. W. Sutcliffe. Mr. Heward was born in the City of London, where his family had resided for several generations. After completing his education, he had experience with Beresfords, Ltd., and with Mr. Vincent Wood. Mr. W. Sutcliffe died in 1932. The company manufactures a wide range of surgical appliances and in 1927 had occasion to extend the premises, commencing, at that time, the manufacture of elastic hosiery. The employees at Crown Road Works number about 100, and include several who have been with the company almost from the commencement. A considerable export trade is done, many of Messrs. Heward's products finding customers all over the world. The company is the sole agent for the British Empire for the well-known Crêpe Velpeau bandage. The present directors are Mrs. E. Heward (wife of the founder and an original partner) and Mr. R. W. Heward (son of the founder).

C. J. Hewlett, & Son, Ltd.,

35-42 Charlotte Street, E.C.2, were founded in 1832, in Lambeth Hill, by Charles James Hewlett, Ph.C., who six years later introduced the first printed price list used in the wholesale drug trade. Changes of partnership and of address have been few since Mr. Hewlett made his first venture. By 1863 removal from Lambeth Hill to Bread Street Hill, thence to Hatton Garden, and next to Creechurch Lane, had taken place; in 1880 the present premises were taken, and they have since undergone frequent addition and reconstruction, necessitated by constantly expanding trade. For a time the firm was known as Hewlett & Goddard; from 1857 to 1870 it was Hewlett & Taylor; then, on the death of Mr. Taylor, Mr. Hewlett's only son, Mr. John C. Hewlett, M.P.S., F.C.S., joined his father as a partner. The founder died in 1901 at the age of ninety. Conversion into a limited company took place in 1908, with a board of directors consisting of Mr. John C. Hewlett (chairman), Mr. Edgar J. Millard, Ph.C. (managing director), Mr. Vivian C. Hewlett, Ph.C., and Mr. J. D. Allman, M.P.S. Mr. John C. Hewlett, who died in 1924, was chiefly responsible for extending his firm's export business to its present scope, making several tours round the world. On his death in 1924 Mr. Vivian C. Hewlett succeeded him at the head of the directorate; and recently Mr. Norman P. Millard, son of the managing director, has been elected to the board. Messrs. Hewlett's "Owl" trade mark was registered in 1884, in which year also the titles "Mist. Pepsinæ Co. c. Bismutho" and "Liq. Santal. Flav. cum Buchu et Cubeba" obtained registration. In their anaiytical laboratory the firm introduced, more than forty years ago, the principle of standardising tinctures and fluid extracts, this constituting an advance on the existing requirements of the British Pharmacopœia; and physiologically tested preparations followed. Developments have continued until the business has to a large extent become self-contained. Operations involving sterilisation are carried out in the aseptic room.

Howards & Sons, Ltd.,

Ilford, date from 1797, in which year William Allen, F.R.S. (of Plough Court, E.C.), and Luke Howard, F.R.S., commenced the manufacture of chemicals on a commercial scale. The partnership was dissolved in 1807, and Luke Howard continued the business as Luke Howard & Co. at Stratford. In 1813 the firm's title was Howard, Jewell & Gibson; in 1832 it became Howard, Gibson & Co., and in 1841 Howards & Kent. Luke Howard retired some years before his death in 1864, and the control passed to his sons, Messrs. Robert and John Eliot Howard. The firm had been manufacturing quinine since 1823; John Eliot Howard took up the study of cinchona and its alkaloids with such thoroughness that he became one of the world's leading quinologists and was elected a Fellow of the Royal Society in recognition of his work. The partners in succession to these two brothers were Colonel Samuel Lloyd Howard, Mr. Theodore Howard, Mr. David Howard (sons of Robert Howard) and Mr. W. Dillworth Howard (son of John Eliot Howard). From 1858 to 1903 the firm traded as Howards & Sons, younger members of the family being admitted to partnership from time to time. In 1903 the firm was converted into a limited company, with Mr. David Howard as chairman. In the same year the business of Hopkin & Williams, manufacturers of fine chemicals, which had been purchased by Messrs. Howards in 1888, was also made a limited company with the same directorate. Mr. David Howard, who died in 1916, was a valued contributor to the Science Section of the British Pharmaceutical Conference, and he has been followed in that capacity by more than one of his sons. Mr. D. Lloyd Howard was chairman of the Conference in 1926-28. The board of directors now consists of Messrs. Alfred G. Howard (chairman), D. Lloyd Howard (vice-chairman), Bernard F. Howard, Geoffrey E. Howard, Claude F. Howard, H. Lloyd Howard, J. William Blagden and Arthur W. Elcombe. Removal from Stratford to an extensive site acquired at Ilford took place in 1914.

Since the war of 1914-18, the company have developed the output of their products in many directions, and great additions have been made to the plant and laboratories. Last year a large power house was erected, and everything is run on the latest system. It is interesting to note that in 1932 Messrs. Howards manufactured and sold 1,830,000 lb. of chemicals none of which they manufactured before the war, and most of which had never previously been made in this country. Among these the following may be mentioned as of special interest:—Paraldehyde, optochin, specially stabilised hydrogen peroxide, synthetic thymol and menthol, the lactates (including B.P. lactic acid and its salts), cyclohexane (a solvent for recrystallising purposes), perfumery specialities (isopropyl alcohol, phellandrene and flodia), quinisan, which is proving a remarkable remedy for colds and influenza, and agotan. The laboratories, which are still receiving frequent expansion, now cover nearly twenty acres. At the present moment the research laboratory is being greatly extended, and many new and interesting substances are being investigated.

Johnson & Sons, Manufacturing Chemists, Ltd.,

whose works are now situated at Hendon, London, N.W.4, was established by John Johnson in 1743, in Maiden Lane. He traded under his own name until 1829 when the business became known as Johnson & Sons, and the works then occupied a house situated in Basinghall Street that belonged to Sir Francis Bacon in the sixteenth century. In 1873 the business was transferred to Cross Street, Finsbury, and, from copies of price lists published in that year, it is noted that a very extensive business was being done by them in drugs, pharmaceutical and fine chemicals in all export markets, especially South America and South Africa. In 1881 a fire completely destroyed the premises, which were then rebuilt on modern lines; and the business continued to increase until it was found necessary to purchase some ground at Hendon in 1912. By this time the firm had become large contractors to most of the Government departments, and with the outbreak of war in 1914 they were called upon to supply millions of quinine and other medicinal tablets for the use of the Navy and Army. A much more interesting and far-reaching work, however, was commenced in 1915. It will be recalled that the photographic developing chemicals amidol and metol were in pre-war days imported in large quantities from the Continent, and the stock of them in this country quickly became exhausted after the outbreak of war. At the request of the Government departments concerned with photography, such as the Royal Flying Corps and the Army Medical Department, Johnson & Sons undertook the manufacture of both amidol and metol, and from 1915 and 1916 were able to keep not only all our own Government departments but also the allies supplied with sufficient for their photographic needs. To-day the series of developing agents is complete and includes, in addition to the two mentioned, pyrogallic acid, hydroquinone, glycin, chlorquinol and azol, and these are to be found in all parts of the world, as the Hendon Works are able to manufacture in sufficient quantities and of standard quality to meet every demand. New laboratories had been built on the ground at Hendon and up-to-date plant added when, in 1927, owing to the lease of the premises in Cross Street, Finsbury, terminating, the whole of the business was transferred to the Hendon establishment. The chemicals and galenicals manufactured by Messrs. Johnson are numerous and varied, ranging from the salts of precious metals to such products as lysol; and the nature of the business is such that no less than nine different price lists are issued by the company. The Scales brand trade mark has been in use for over fifty years. Johnson's silver nitrate is known throughout the world; the firm have been making this salt for close on 100 years. Another salt of the precious metals, namely, gold chloride, had a world-wide trade a few years ago when photographers were using albumenised paper or P.O.P. for making prints.

George King & Co., Ltd.,

1 and 2 Sycamore Street, Old Street, London, E.C.1, inform us that little is known of the early activities of the company, there being no records prior to 1882, when the late Mr. E. W. Haines, L.R.C.P., became the proprietor. There have been developed two distinct branches of the business; one side being concerned with the handling of the company's branded lines Lactrex (King's compound malted milk food), Wheatrex (King's wheaten food), Oatrex (King's cooked oatmeal) and Vitrex (chocolate food beverage). The names of many leading manufacturing and wholesale houses are carried on the company's books. The principle employed in the processing of cereals for infant and invalid use is the conversion of starch by dextrinisation and enzymic action, and in recent years a considerable amount of research and experimental work has been done in connection with malted food, which in addition to use as a milk modifier is recognised and largely used as a satisfactory basis for a number of preparations. A recent development has led to the introduction of malted oat flour showing a high degree of solubility due to starch conversion, and we learn that this is being submitted for test to the medical profession. The now well-known slogan "Patent Foods in Tins or Tons," with which THE CHEMIST AND DRUGGIST has been associated almost from its inception, sums up the present day activities of this company, and we are informed that appearance in our advertisement pages has led to contacts from points as far apart as Iceland and the Argentine, and from Africa to the United States. The *personnel* of the company is as follows:—Mr. Ernest Wilson, who joined the company as manager in 1916, was appointed managing director on the formation of a limited company in 1925; Mr. John Derby Maund, A.I.A.C., who entered the offices in 1919, was appointed secretary in 1931; and Mr. William George Painton, B.Sc., A.I.C., who joined the company as chief chemist in 1924.

W. Martindale,

12 New Cavendish Street, W.1, is the name of a manufacturing and retail business commenced at 10 New Cavendish Street in 1873. Both the founder of the business, Mr. W. Martindale, and his distinguished son, Dr. W. H. Martindale, whose untimely death was recently reported in our columns, were, in the best sense of the word, individualists. They always struck a note of originality in their work. As instances of this originality we may mention the introduction of cocaine to the medical profession by Mr. W. Martindale, and his research work in the field of vasodilators, notably under the guidance of Sir Lauder Brunton. Again, it was as an outcome of his work in connection with Lord Lister that boric acid ointment and cyanide gauze were popularised in medicine. To quote more recent examples, we may instance the work of Dr. W. H. Martindale on the halogenised aspirin derivatives, leading to the introduction of aspriodine, sedasprin and methyl-aspriodine. Perhaps one of the chief reasons for the pre-eminence of "Martindale's" in the pharmaceutical world, in addition to this factor of personality, has been the close and continuous *liaison* between the pharmacy and the laboratory. Situated as it is within a few hundred yards



W. MARTINDALE
The Modern Pharmacy at 12 New Cavendish Street

of Harley Street, there is little of importance happening in medicine of which "Martindale's" is not very quickly cognisant.

In a business in which personality has played so great a part, sentiment is inevitably a larger factor than in the modern decentralised concern. But sentiment has not been allowed to stand in the way of progress; and so, in 1928, the old pharmacy which had been a landmark for so many years was demolished, and a new pharmacy, carefully planned and equipped to meet modern requirements, was erected. The accompanying photographs give some indication of the happy blending of service, dignity and utility which has been achieved in the new premises. Now it is the turn of the old works and laboratories in Hallam Street to fall beneath the pick of the housebreaker. The founder was the originator of the idea of putting up amyl nitrite in friable glass ampoules, and the convenience of this packing made it an immediate success. It was an obvious step from this to the issuing of solutions for injection in a similar form; and so popular did this prove that it soon became necessary for the firm to instal its own glass-blowing department. In 1904 the trade mark "Sterules" was taken out by Dr. Martindale to protect his products. It is the firm's boast that whatever the injection required "Martindale's have it in 'Sterules.'"

S. Maw, Son & Sons, Ltd.,

7-12 Aldersgate Street, London, E.C.1, was founded by George Maw, who in 1807 gave up farming in Lincolnshire, came to London, and entered into partnership with his cousin, William Hornby, who had been established as a wholesale druggist at 20 Fenchurch Street for a few years. The firm of Hornby & Maw continued until 1814, when George Maw withdrew and purchased a surgical plaster factory which had been established by a Mr. John Lowe, and which was at that time being carried on by his widow at 49 Whitecross Street. This business appears to have been the only plaster factory in England at the time, and became the foundation of the druggists' sundries house now so well known. Larger premises at 55 Aldermanbury were acquired in 1820. John Hornby Maw, eldest son of George Maw, became a partner in 1826, the firm then trading under the style of George Maw & Son. George Maw retired in 1828, and his younger son, Solomon Maw, joined the firm, the name then being J. & S. Maw. This change was soon followed by another removal, 11 Aldersgate Street being the new address. The premises were destroyed by the fire in 1856, and during rebuilding business was carried on in Little Britain, which is almost opposite. Mr. J. H. Maw retired in 1835, owing to ill-health, and took up his residence in Hastings. Mr. Solomon Maw took a Mr. Stevenson into partnership in 1844, but the latter died within a few months. In 1860 the firm became S. Maw & Son by the admission into partnership of Charles Maw, the son of Solomon Maw. Another son of Solomon Maw, Mowbray Percival John Maw, was to have joined the firm, but he died in 1869, before this could take place. Solomon Maw died in 1861, leaving Charles Maw in sole charge of the business. John Thompson, who had been with the firm since 1851, was taken into partnership in 1870, and the firm became S. Maw, Son and Thompson. Mr. Thompson withdrew in 1900 and lived to an advanced age. The sons of Mr. Charles Maw, Mr. Charles Trentham Maw and Mr. Mowbray T. Maw were already partners, and in 1900 Mr. Henry T. Maw, M.D., was admitted, the firm name S. Maw & Sons being adopted. Mr. Charles Maw died in 1905, and shortly afterwards Mr. Arthur T. Maw, Ph.C., was taken into partnership. The first catalogue issued by the firm, so far as is known, was dated 1830. The firm introduced the first feeding-bottle with indiarubber-tube; these were patented in 1853 and 1859, and taken up by Maws in 1863.

Although rich in historical associations the present policy of the House of Maw is one of modern business enterprise. Besides attractive showrooms at Aldersgate Street (described and illustrated in THE CHEMIST AND DRUGGIST, March 5, 1932, p. 249) the company maintains factories at Aldersgate Street, Monken Hadley (Barnet), Hackney and Haggerston. Messrs. Maw do not, of course, handle patent medicines or bulk drugs, but specialise in a complete range of sundries. The present directors are Mr. Mowbray T. Maw, Mr. Arthur T. Maw, Ph.C., Mr. Albert F. Porter, Mr. Patrick C. Maw, Mr. Vernon S. Porter and Mr. Norman M. Porter.

May & Baker, Ltd.,

were established in 1834 at Garden Wharf, Battersea, S.W., and since that date have advanced progressively in the manufacture of certain industrial chemicals and pharmaceutical products. The business was established in 1834 by Mr. John May (one of the founders of the Pharmaceutical Society) in partnership with Messrs. Pickett and Grimwade, all of whom had been apprenticed at Ipswich. Mr. Pickett died within a year after the firm was formed, and Mr. Grimwade retired in 1839. In that year Mr. William Garrad Baker joined the firm, and the partnership of May & Baker was inaugurated. Mr. May, who died in 1893, retired from active service in 1876, when Messrs. R. C. Heath and Thomas Tyrer were admitted partners; they were joined in that capacity two years later by Mr. W. E. B. Blenkinsop, Mr. Heath's stepson. Mr. Tyrer relinquished his partnership in 1890, and the firm was converted into a limited company with Mr. Blenkinsop as managing director. Mr. Baker retired in 1897.

The earliest products manufactured by May & Baker, Ltd., were mercurials, bismuth salts, magnesium oxide and carbonate, and ceramic chemicals. These were subsequently added to by chloroform, ether, lithium salts, iodides and molybdates, and since the beginning of the recent war many other products have been manufactured. In particular, progress has been made in the manufacture of alkaloids and crystalline principles from natural sources, notably cocaine, strychnine, santonin, ephedrine and berberine. May & Baker, Ltd., endeavour, in addition to actually supplying chemicals, to assist their customers in their technical problems wherever possible. At one time there was some difficulty in using a certain product in its existing large crystalline form. A suggestion was made by Messrs. May & Baker that the difficulty in question would disappear if a fine granular crystal was used. As a result, 50 per cent. of the trade which had previously been in the large crystalline form was converted to the use of the granular form. The specialities department is separate from the general side of the business, having its own laboratories, staff of chemists, medical adviser and commercial department. The commercial department is subdivided for the purposes of sale into an export department and a home department, each with its own propaganda service. The specialities manufactured by May & Baker, Ltd., include a wide range of organic arsenicals, hypnotics, anæsthetics and other products. In order to consolidate their interests in export markets, two subsidiary companies, May & Baker (Canada), Ltd., and May & Baker (India), Ltd. (which are, however, entirely separate entities), have been formed. These two companies act as agents for Messrs. May & Baker's products, and in the case of May & Baker (India), Ltd., the organisation is a replica in miniature of the organisation at the head office. It is probable that the whole activities of the company will shortly be transferred to a property owned by them outside London, where ample space is available.

May, Roberts & Co., Ltd.,

7-13 Clerkenwell Road, London, E.C.1, is one of the largest druggists' sundries houses in the country. It was founded in 1874, when Mr. Samuel Roberts acquired the business of Dixon, Dean & Co., of Cowcross Street, Smithfield, dealers in perfumery and sundries. In 1883 premises were taken at 9 Clerkenwell Road, only to be burned in the great Clerkenwell fire two years later. In 1893 the premises were doubled by the addition of No. 11 Clerkenwell Road, and 1902 saw them further enlarged by the second floor of No. 13. They were again augmented during 1904, 1905 and 1908. Much of the success of the business was due to the energy, enterprise and originality of the founder, and, to-day, his original object, to give service second to none, is still the predominating factor in the company's affairs. About two years ago the Clerkenwell premises were remodelled, great attention being paid to organisation and arrangement, so that the daily work should proceed smoothly and efficiently. Modern commercial methods, for example, mechanised accountancy and systematised stockkeeping are, of course, necessary for the successful conduct of a business which deals in many thousands of lines, and which must not, in normal circumstances, fail to fill even the most varied order. The board of directors is composed of the following gentlemen:—Mr. Ashley T. Webb (managing director) joined in 1895 and was appointed a director on the formation of the company in 1909; Mr. William C. Stewart joined in 1897 and was appointed a director in 1909; Mr. Oscar G. Loynes joined in 1889, was appointed secretary in 1909 and a director in 1912; Mr. George J. Gaisford joined in 1902, was appointed secretary in 1914 and a director in 1924—he holds the dual appointment of director and secretary; Mr. Robert Peck, started from school in 1903, has had considerable departmental experience as buyer and manager, and was elected to the board in 1931. The company maintains branches at Dublin, Plymouth and Liverpool.

Meggeson & Co., Ltd.,

New Church Street, Bermondsey, S.E.16, assign their foundation to the year 1796. As with many other historic houses, the specialised manufacture of products was developed from, or side by side with, a retail business. The founder, George Meggeson, was in partnership with a Mr. Cooke in Cannon Street, E.C., in 1814, and afterwards became a pharmaceutical chemist. When the lease of the Cannon Street premises expired in 1876, the retail side of the business was discontinued and the wholesale and manufacturing departments transferred to Miles Lane, close by. The firm was converted into a limited company in 1900, with Messrs. J. H. Hugill, Ph.C., E. A. Hugill and A. M. Hugill, Ph.C., as the first directors. Mr. H. Vincent Dodd, M.P.S., F.C.S., who joined the board of directors in 1910, was elected chairman of the company in 1912 and managing director in 1918. Mr. Arad Feather, M.P.S., became a director in the following year, but died in 1928. The directorate now consists of Messrs. H. Vincent Dodd, M.P.S., F.C.S., W. Lloyd, J.P., M.P.S., Randolph Dodd F.F.Sc., and R. Campbell Feather, M.A., B.Sc.

The manufacture of lozenges, tablets, distilled waters and the other products of the company increased so steadily that in 1916 the Miles Lane premises were found to be inadequate, and removal to a factory erected for the purpose in New Church Street, Bermondsey, took place. Even these were not large enough, and Messrs. Meggeson found it necessary to build an additional factory adjoining the first one, where every post-war improvement in machinery could be installed. The name of Meggeson, to those whose memory goes back to Victorian times, is primarily associated with the manufacture of high-class lozenges; to this, however, has been added that of compressed tablets, pastilles, salines, perfumes and many other products. The manufacturing premises indicate remarkable skill in the layout. The offices communicate with the massive strong room in which are stored the essential oils, including lavender, otto of rose, Mitcham oil of peppermint, together with musk, santonin, and other costly ingredients. The dispatch department is next to the office. Next in order comes the packing room, followed by the labelling and printing departments, where a special feature is made of the printing of chemist's own name and address on goods. A well-equipped enclosed room is used for packing salines. There are also extensive and heavily stocked wet and dry drug departments which test and supply all ingredients used in the manufacture of lozenges, pastilles, etc. After the pastille boiling laboratory, one comes to the sugar boiling room, which is, at present, working at full capacity making Meggeson's barley sugar, which contains a very high proportion of glucose. A large and well-lit room is used for the cutting of lozenges, most of which are still cut by hand. In the tablet-making department, in addition to the latest improvements in process details, a special feature is the newest types of mixing and compressing machines. Another interesting point is the drying rooms, in which the temperature can be regulated. Some estimate of the amount of pastilles turned out is indicated by the fact that in one stove alone nearly fifty tons of pastilles are usually in process of drying. Messrs. Meggeson & Co. pride themselves on the fact that the personal touch with the employees has not been lost in the expansion of trade, and they can mention veterans who have retired, or are about to retire, after fifty or more years' service.

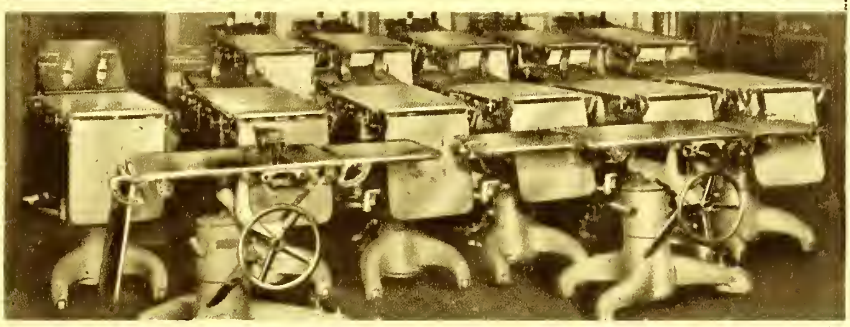
Menley & James, Ltd.,

64 Hatton Garden, E.C.1, were founded in London in 1908, the offices and works being then housed in a single building in Farringdon Road. From that time, despite the difficult years 1914-18 and the still more difficult period which followed, they have never looked back. Just prior to the war, a factory was erected in the environs of London for the manufacture of "M. & J." products, and this has twice been enlarged. To-day it is equipped with entirely modern plant, some of it

SCENES IN TWENTY-FIVE LONDON FACTORIES

This selection of pictures is for the most part reproduced from photographs taken specially for this issue of THE CHEMIST AND DRUGGIST. The series is continued on page 695; a similar selection of wholesale establishments is given on pages 696 - 697.







ALLEN & HANBURYS LTD.

Left, operation tables for Barts waiting dispatch, and automatic weighing and filling Allenburys milk foods. Above, the old Plough Court pharmacy.





STAFFORD ALLEN & SONS LTD.

Left, filter presses for almond oil. Right, analytical control in progress.







Left, reaping dill, and field of chamomile at Long Melford. Above, drying peppermint.



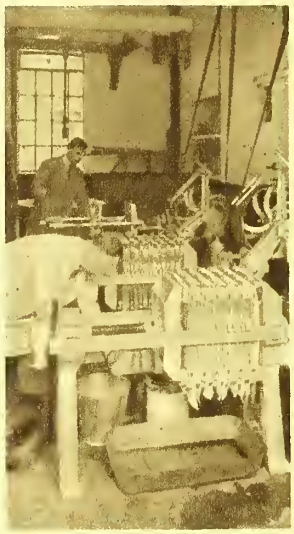
The B.D.H. Wharf Road chemical works, with the Graham Street pharmaceutical works in the background, viewed from the roof of the newly-acquired Wenlock building. Below, the main Wenlock building, from the yard. The foreground shows asphalting work in progress.



THE BRITISH DRUG HOUSES LTD.

Left, the main building on the Wenlock site, forming part of the latest addition to the B.D.H. chemical works: a view from Wharf Road, N.1.







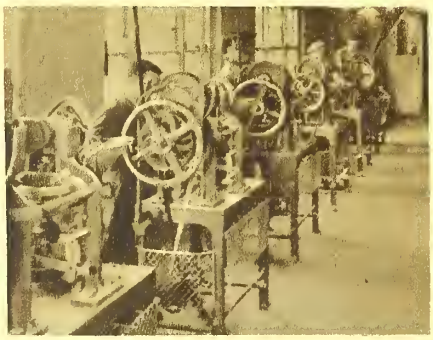
JOHN BELL, HILLS & LUCAS LTD.

Above, a battery of filter presses.



Putting up galenicals at John Bell's.

The packed drug department at John Bell's.



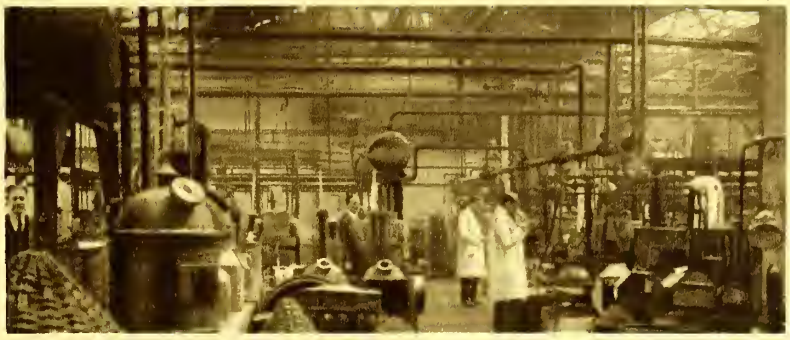
In the Varalette machine room. Alfred Bishop Ltd.



ALFRED BISHOP LTD.



A view in the finishing room, Alfred Bishop Ltd.



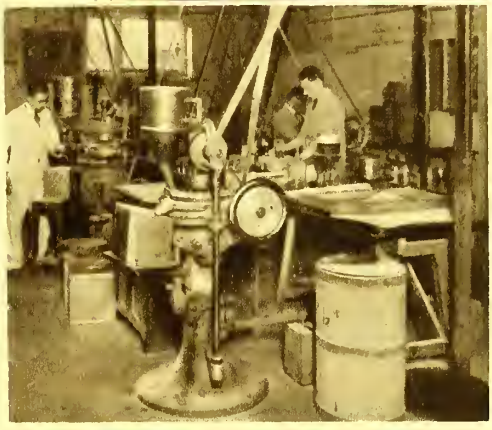


W. J. BUSH & CO. LTD. Above is a section of the synthetic chemicals department. On the right is a view showing the power house at Ash Grove and part of the recent stores extension (see also photograph page 672).





Left, a section of the pharmaceutical laboratories at Burgoyne's. Right, one of the tablet-making machines.

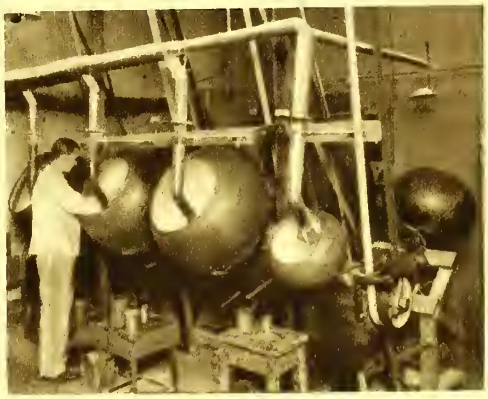


Part of the machine room at the Cooper Laboratory.



BURGOYNE, BURBIDGES & CO. LTD.

Part of the pharmaceutical laboratories.



THE COOPER LABORATORY.

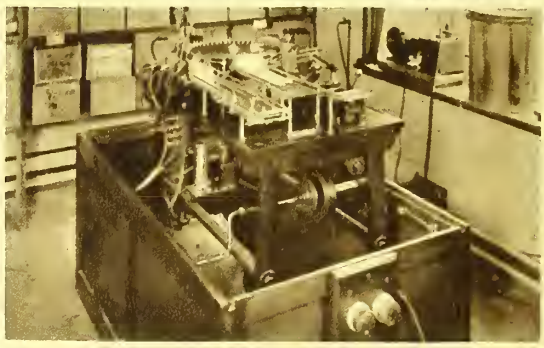
Part of the coating room at Watford.



BURROUGHS WELLCOME & CO. Water frontage of a section of the Wellcome Chemical Works, Dartford, illuminated by floodlighting on the occasion of the Faraday Centenary Celebrations, September 1931.



Gravity filling of packed goods in the Crookes' Laboratories.



GLAXO LABORATORIES. This ingenious ampoule filling machine ensures aseptic filling by the complete series of operations being carried out under a glass cover.



THE CROOKES' LABORATORIES. A section of the conditioning department is shown above.



Norwegian albino rats used in Glaxo vitamin research by means of dietetic experiments.



Glaxo, Glucose-D and other products packed without being touched by hand.



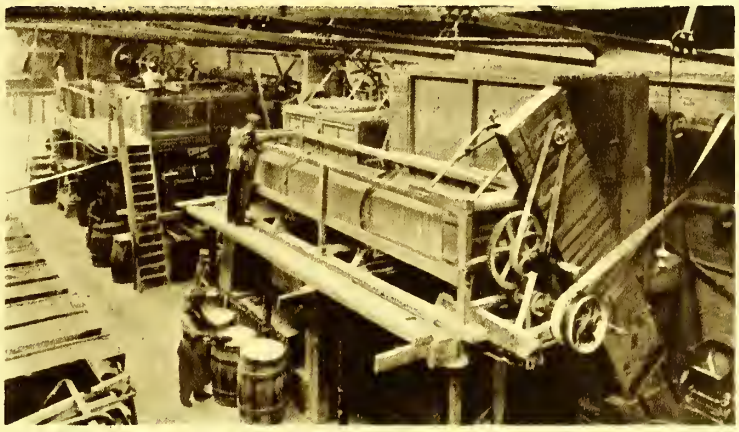
Adexolin capsule department where the gelatin capsules are made and filled.







C. J. HEWLETT & SON LTD. Left, percolation and filtration. Centre, extract pans. Right, in the tincture store.





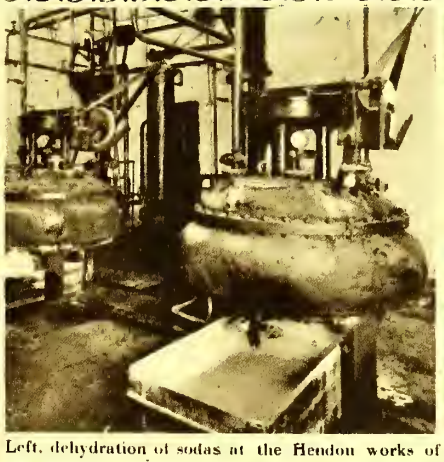


HOWARDS & SONS LTD.

Top left, the manufacture of bicarbonate of soda in progress. Above, the main power house at Howards.

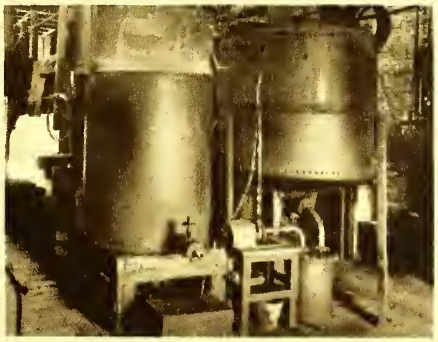
Above, packing Howards' aspirin tablets and, below, part of boiler section of the electrical plant.







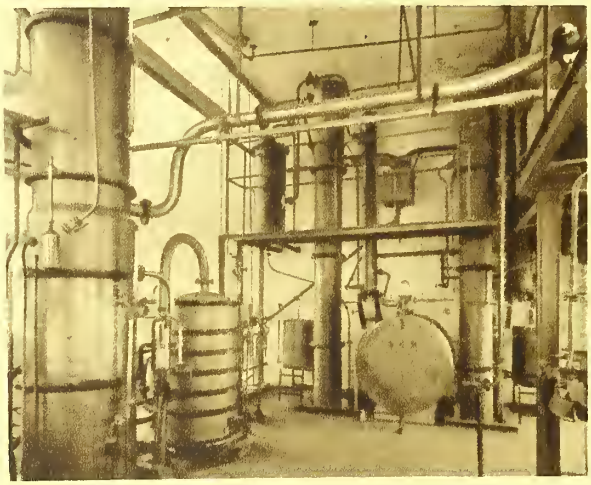
Left, dehydration of sodas at the Hendon works of Johnson & Sons. Right, the first stage in the manufacture of coal tar developers.





JOHNSON & SONS (Manufacturing Chemists) LTD.

On the left, a corner of the metol manufacturing plant. On the right, a recovery plant.





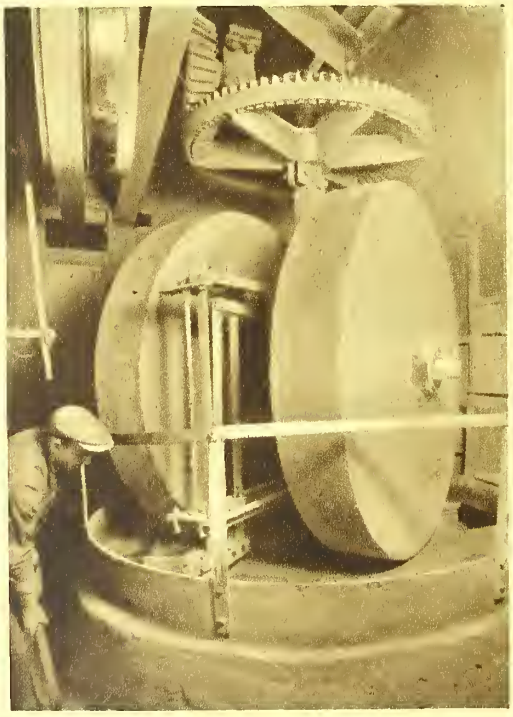
MAY & BAKER LTD. Left, rectifying columns of the distillation plant at the works of May & Baker Ltd. Right, a crystallisation shop.







MEGGESON & CO. LTD. On the left is seen the main part of the pastille laboratory. In the centre is a view of the board room with Mr. H. V. Dodd at the head of the table and, on the right, a view in the printing department.



NATIONAL DRUG INDUSTRIES LTD.



Section of the manufacturing plant of National Drug Industries, Ltd.

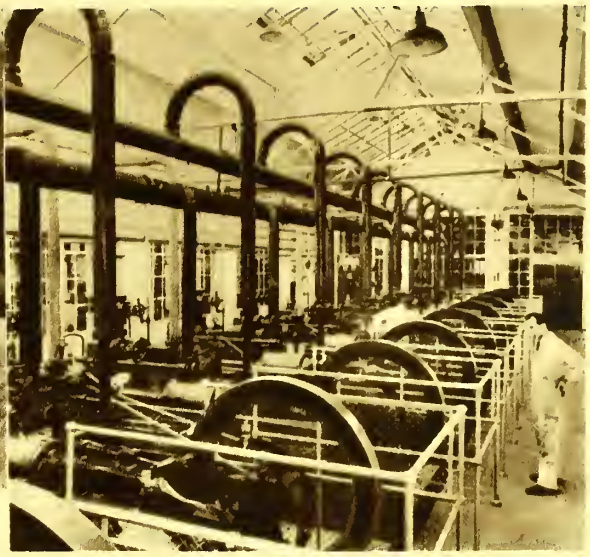


On the left an edge-runner mill and, above, large-scale percolation.



OPPENHEIMER SON & CO., LTD.

A battery of mixing pans for the manufacture of Roboleine.



A battery of vacuum pumps at the Ovaltine factory of A. Wander Ltd.





A. WANDER LTD.

Above is seen the front of the Ovaltine pullet house and, on the left, a corner in the malt extract factory at King's Langley.



SAVORY & MOORE LTD.





Left, the manufacture of ampoules at Savory & Moore's. Centre, making medicinal sprays. Right, making Savory & Moore's Food.





Part of the extracting plant at Potter & Clarke's factory. Centre, a centrifugal sifting machine.



POTTER & CLARKE LTD.

A battery of percolators.



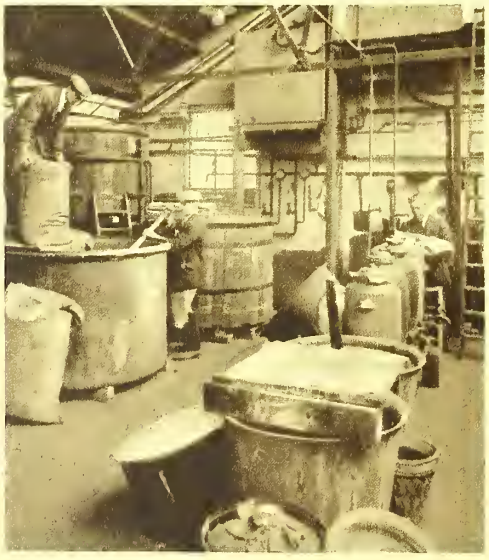


E. H. SPICER & CO. LTD.

Above, one of the Edwenil laboratories at Watford, and right, a peep at the control laboratory.



The nux vomica store and mill at Whiffen's.







WHIFFEN & SONS LTD.

Here is seen a process in the extraction of alkaloids.

Left, modern extraction plant under erection, and right, a process room

unique. Their Iodex ointment is now prescribed by perhaps 90 per cent. of the medical profession.

Menley & James, Ltd., soon sought fields beyond the limits of Great Britain, and now have flourishing branches in Sydney, Port Elizabeth, Montreal, New York, Brussels, Lille and Dresden, as well as agencies in the Near East, the Far East and in South America. Each branch now manufactures Iodex products for itself. Together with the Metropolitan factory, the branches supply the demand which obtains in over 100 separate countries or states. Messrs. Menley & James also manufacture or distribute high-class pharmaceutical products for other houses, covering on their behalf the major portion of the British Empire and other parts of the world. They have also a steadily increasing business in manufacturing from private formulas, some of these products being of world-wide repute. They also manufacture a range of distinctive C.O.N. tablets which, while issued at competitive prices, still make their chief claim to the chemist's regard on the score of " Quality First "—the original motto of the firm.

Thomas Morson & Son, Ltd.,

47 Gray's Inn Road, W.C.1, and Summerfield Works, Ponders End, were founded by Thomas Newborn Robert Morson, who in 1821 acquired an apothecary's shop established in the eighteenth century in Fleet Market (now Farringdon Street). Three years earlier he had gone to gain experience in Paris, where he came under the influence of such chemists as Vauquelin, Foucroy, Pelletier and Caventou. On commencing business on his own account he quickly put into practice the science he had learned, and it is believed that he was the first chemist to manufacture quinine sulphate and morphine salts on a commercial scale in England. In the course of a few years he removed to larger premises in Southampton Row and erected works in Hornsey Road, N., where he manufactured creosote, then newly discovered. Mr. Morson was a founder of the Pharmaceutical Society, and became its president in 1848 and again in 1859. Before his death in 1874 a factory for the manufacture of alkaloids had been opened at Homerton. By this time his son, Thomas Morson (1825-1908), had joined him as partner. After his father's death Mr. Thomas Morson took into partnership two sons, Mr. T. P. Morson and Mr. A. R. Morson, and also Mr. Robert Taubman. The firm was converted into a limited company in 1915, with Messrs. T. P. Morson, A. R. Morson, T. D. Morson, L. J. Morson and Dr. C. S. Roy as the first directors.

In the early years of the present century the Southampton Row premises were closed, the offices and warehouses removed to Gray's Inn Road, and new works, covering several acres of ground, erected at Ponders End. These works (described in an illustrated article in our Special Issue of January 29, 1916) are connected with the London warehouses by a motor service. The number of chemicals manufactured runs into hundreds. Each batch of every product has to pass rigid tests before it is taken into stock.

H. R. Napp, Ltd.,

3 and 4 Clement's Inn, Kingsway, London, W.C.2, although a business of comparatively recent origin, has already become prominent in the wholesale drug trade. This is due, in no small measure, to the energy and business ability of its founder, Mr. H. R. Napp, F.C.S., who has expert knowledge of the handling of modern materia medica. Mr. Napp received a long training as apprentice, and was subsequently assistant, and later London manager, to one of the leading medicinal specialty and fine chemical manufacturing houses. The company occupies extensive offices at Clement's Inn, together with spacious basement premises which are used as a warehouse for locally handled parcels and post parcels, and for the propaganda sections; in addition a store for heavy bulk goods, and for the despatch of goods in cases, is maintained at Long Lane, S.E.1. The offices are organised, of course, with a view to the speedy and accurate execution of orders. The sales section is under the management of Mr. E. J. Dowty.

Messrs. H. R. Napp, besides handling their own products, which now comprise a rapidly increasing list of ethical items, are sole distributors in the United Kingdom for E. Merck, of Darmstadt; the Norgine Products, of Prague; the Saxon Serum Works, of Dresden; the Swiss Serum Institute; and many others. They are also large distributors of santonin, in which market they have always been in the forefront. Another more recent and growing addition to their activities is the importation and bulk distribution of halibut-liver oil, as sole concessionaires in the United Kingdom of the Dansk Chemo Therapeutisk Selskob of Copenhagen. Messrs. Napp are the owners and sole concessionaires in the British Empire of some 250 registered trade marks. Much could be written, if space permitted, on the company's up-to-date methods of packing, despatch and accountancy.

National Drug Industries, Ltd.,

Emmott Street, Mile End, London, E.1, was registered as a public company in March, 1932, to acquire and centralise at Emmott Street the businesses of C. R. Harker, Stagg & Morgan, Ltd., manufacturing chemists, Devon Wharf, Emmott Street, London, E.1; Thos. Hodgkinson, Prestons & King, wholesale and export druggists, 262 Bishopsgate, London, E.C.2; and Retail Pharmacists' Supply Association, Ltd., manufacturing chemists, Besson Street, New Cross Gate, London, S.E.14. The following brief particulars of the component companies may be of interest:—C. R. Harker, Stagg & Morgan, Ltd., was founded in 1820 under the title of Langton Brothers. The business was in 1902 converted into a company under the above title, and a few years ago the old-established concern of Bartlett Hooper & Co. was absorbed. The company owns the following well-known proprietary products:—Petrolax, Peldo, Laurence's hair dyes and perfumes, Butilox toilet preparations, Bimints and Hooper's cachous and fumigating pastilles. Thos. Hodgkinson, Prestons & King was founded as long ago as 1771, trading originally as Thos. Hodgkinson, Luckcombe & King, and Prestons & Sons. Forty years ago the business of Haynes Finemore & Co., essential oil and essence makers, was acquired. Among the company's proprietary products are Prestons' brand medicinal preparations, lime juice cordial, " 262 " gold medal brand eau de Cologne, and Carbol disinfectant. The Retail Pharmacists' Supply Association, Ltd., was formed in 1926 by Thos. Hodgkinson, Prestons & King to manufacture and pack for the retail trade. Among the proprietary products sold are the following:—Prestons' Duo-Cream and other toilet preparations, Duo-Gate brand toilet and medicinal preparations, Duzzit corn cure, Fizora seidlitz powders, and Kennel brand veterinary preparations. The Emmott Street works are admirably equipped with up-to-date plant, machinery, grinding mills and accessories. The National Drug Industries, Ltd., executive offices are at P. & O. House, 14-15 Cockspur Street, London, S.W.1, where a comprehensive showroom, fitted with two shop windows in addition to the usual show-cases found in a chemist's shop, is tastefully decorated with the productions of the various sections. The directors of the company are as follows:—Mr. Henry Vincent Dodd, M.P.S., F.C.S. (chairman); Mr. W. J. Beardsley, M.P.S. (managing director); Mr. A. J. Harvie (administrative director); Mr. A. J. Tibbitt (administrative director); Lieut.-Col. A. C. Preston and Mr. H. C. Preston.

Francis Newbery & Sons, Ltd.,

27-28 Charterhouse Square, London, E.C.1, is a druggists' sundries house, the foundations of which were laid during the first half of the eighteenth century. John Newbery, the founder, was born at Reading in 1713; he became a bookseller and patent-medicine dealer in the

town of his birth, and contracted with John Hooper, whose female pills were patented in 1743, to act as his agent. He came to London in 1745, and started a business at the corner of Ludgate Hill and St. Paul's Churchyard as a publisher and patent-medicine vender, the Reading business being continued simultaneously for some years. As a publisher he was the first to specialise in children's books, comprising stories and educational fiction, many of which were written by himself. His literary tastes brought him in contact with Dr. Samuel Johnson, the famous lexicographer, who introduced him to Oliver Goldsmith and also to Dr. Robert James. Dr. James entered into a contract with John Newbery in 1745 for a half-share in the profits on the sale of his fever-powder, this agreement necessitating the opening of the London business. Of the fever-powder itself much has been written; the secret of its preparation remained with the inventor and his descendants until the first half of the nineteenth century, when the proprietorship passed to Messrs. Newbery. John Newbury died in 1767, and was succeeded by his son Francis. In 1779 the business was moved to 45 St. Paul's Churchyard, the premises being specially built. Before the end of the century, a branch business was established in Dublin, and entrusted to Thomas Newbery, a son of Francis Newbery, but it was soon abandoned. Francis Newbery died in 1818, and was succeeded by his sons, Colonel John Newbery and William Newbery, the firm-name becoming Francis Newbery & Sons. Colonel Newbery had two sons, Arthur Le Blanc Newbery, born in 1834, and Lionel Newbery, born in 1837. Colonel Newbury died in 1854, and his younger son continued the business, in which he was later assisted by his brother. Another removal was necessitated in 1869 to premises double the size, at 44 St. Paul's Churchyard; subsequent removals were to 37 Newgate Street (1871), to King Edward Street (1882), and to the present corner site at Charterhouse Square (1899). Although the old premises in St. Paul's Churchyard and at the north-east corner of Ludgate Hill have disappeared, their memory is still preserved, for the new building that has replaced them is embellished with medallions of John Newbery, Dr. Johnson and Oliver Goldsmith, while at the top there may be seen Newbery's characteristic sign of the "Bible and Sun," with the motto, "Fiat Lux." It is interesting to note that, as regards the *personnel* of the house, the Newbery family has been continuously represented through five generations in the direct line of succession. The business was registered as a limited company in 1904. The directors are Mr. Arthur Newbery (chairman, Mr. Charles L. McC. Newbery, Mr. E. G. T. Loyley, Mr. C. J. Phillips and Mr. W. J. Williams (secretary). Besides the London headquarters there is a depôt at Banner Street, London, E.C.1, and branches at Cardiff and Liverpool; the Chemists Supply Co., Ltd., Bournemouth, is an associate company.



FRANCIS NEWBERY & SONS, LTD.
A Building Familiar to many Chemists

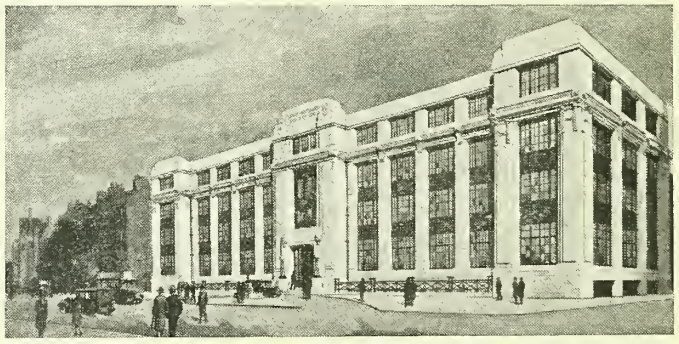
The Old Strand Chemical & Drug Co., Ltd.

It was not until the present managing director, Mr. Herbert A. Berens, B.A.(Cantab.), F.C.S., returned from France in the early months of 1919 and took over the active management of this business in conjunction with Mr. L. Tcherniak that this company became well known, not only in this country, but also in Europe and America. Mr. Berens was educated at Oundle (1903-09) and Cambridge (1909-12), where he took Honours Degrees in Parts 1 and 2 Natural Science Tripos, Part 2 being in chemistry. About 1924, when Mr. Edward J. Shortt joined the company, they increased their activities to include crude drugs and essentials oils and, in order that this position might be made clear to the trade, they altered their name (which had previously been The Old Strand Chemical & Trading Co., Ltd.) to The Old Strand Chemical & Drug Co., Ltd., by permission of the Board of Trade. On entering the drug business, they moved to 41 Great Tower Street, E.C.3, in order to be in close touch with the drug section, but have recently returned to their previous address, Audrey House, Ely Place, E.C.1, where they have large and commodious offices with a large warehouse. At the beginning of 1932 Mr. H. H. Huffer joined the company.

Besides their many connections abroad, the company act as sole distributors for the J. D. Riedel side of J. D. Riedel-E. de Haen A.G. of Berlin, both for their fine chemicals and specialities, and as sole agents for the well-known essential oil firm, Magnus, Mabee & Reynard, of New York, besides other minor agencies. The managing director has recently been elected vice-chairman of the British Chemical and Dyestuffs Traders' Association, having been connected with the Executive of this Association since its inception.

Oppenheimer Son & Co., Ltd.,

Handforth Laboratories, Clapham Road, London, S.W.9, was founded by Mr. William Oppenheimer, who was born at Manchester in 1849. He commenced trading in London along with his brothers Henry and George, as drug exporters and general merchants, the bulk of their business being done with South America, where their father had considerable landed interests and good commercial standing. The headquarters were then in Sun Street, Finsbury, the business being known as Oppenheimer, Brothers & Co. In 1889 William



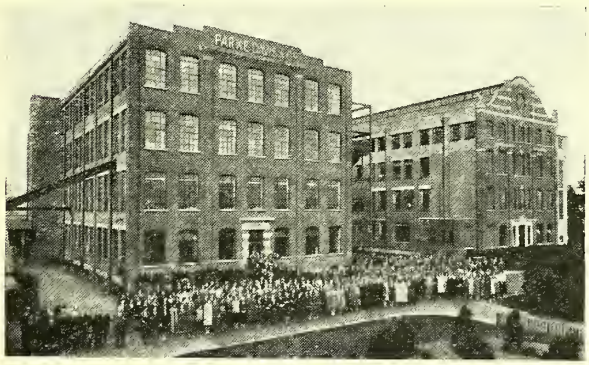
OPPENHEIMER, SON & CO., LTD.
A Modern Note in Architecture

Oppenheimer conceived the idea of the Palatinoid, and a limited liability company was formed in that year under the title of Oppenheimer Son & Co., Ltd. The then chief chemist, the late Mr. Ernest Payne, conceived the idea of the Bipalatinoid, and the first specimens of these and Palatinoids were shown at the British Medical Association's Exhibition in 1891 and caused quite a sensation in medical and pharmaceutical circles at the time. The firm was then housed in Worship Street, but by 1898 the business had so developed that the administrative offices were removed to Queen Victoria Street, and a factory was started at Kennington—on the site of the present laboratories.

After the death of Mr. William Oppenheimer in 1906 the chair was occupied by the late Mr. A. Wilson Ball, who was associated with Mr. T. O. Kent as joint managing directors. Mr. Kent succeeded to the chairmanship on the death of Mr. Ball in 1922. On the amalgamation of the company with The Sanitas Co., Ltd., Mr. T. O. Kent retired, and was succeeded by the present chairman, Mr. C. E. Franklin Vallet, Ph.C., who is associated with Mr. A. Blechynden, M.P.S., as joint managing directors. Prominent amongst the company's products are Roboleine, a nutritive and digestive food of particular value in wasting diseases; Palatinoids and Bipalatinoids in a wide range of combinations; Maglactis—a suspension of hydrate of magnesia. Handforth Laboratories, which occupy a prominent site in the Clapham Road, London, S.W., some two hundred yards from the Oval Station, were completed in 1930, in which year an illustrated article describing the premises was published (*C. & D.*, June 28, 1930, p. 786).

Parke, Davis & Co.,

first commenced business in London over forty years ago, and it is nearly forty years since the firm started manufacturing operations in this country. As is well known their motto is "Medicamenta Vera," and few will deny that they have always endeavoured to live up to it. The aim demands a continuous striving towards improvement, and it is this spirit which has enabled the firm to anticipate official tests on occasion. Their



PARKE, DAVIS & CO,
A View at the Hounslow Works

introduction of chemical and physiological standardisation long before such standards were mentioned in the pharmacopœia may be cited as examples. Twenty-five years ago the staff at Beak Street and at the Hounslow laboratories was 140—to-day it numbers between 700 and 800. The Hounslow laboratories form but one link in the chain of nine manufacturing departments, for the firm is international in its scope. There is a constant exchange of ideas and experience between these laboratories, and the accumulated knowledge is probably as unique as it is extensive. The principal research department has many successes to its credit, the separation of two active principles from the posterior pituitary gland being typical of the work that has been accomplished. The production of antitoxins, serums, and so forth—in which Parke, Davis & Co. have been engaged since the introduction of antidiphtheria serum—demands such specialised control that it is centralised, and the whole of the firm's output comes from the P., D. & Co. Biological Farm, Michigan, U.S.A. Since the laboratories at Hounslow were founded, the number of chemists who have inspected them must run into thousands. Each year that passes, however, sees some new apparatus added or some improvement made. Of recent introduction, for example, is a capsule-filling machine which is an excellent specimen of mechanical precision. As soon as it commences to run, filled capsules, each with an exact-fitting top, pour from it. Of almost equal ingenuity is the apparatus for filling Euthymol tooth paste tubes. The analytical department, which keeps a strict guard on the quality of everything that enters and leaves the laboratories, is a fascinating spot. As may be expected, it possesses a wealth of apparatus. The bacteriological laboratory also merits attention. Perhaps the outstanding feature of the laboratories is the elaborate system of checking and counter-checking.

Perken, Son & Co., Ltd.,

94 Hatton Garden, London, E.C.1, was founded in Hatton Garden in 1852 by the father of the two present directors, and from the earliest days was closely identified with the manufacture of scientific instruments. Special attention has always been directed to the production of clinical and other thermometers. At the works at Theobald's Road, W.C., there is to be seen the latest developments in machinery for ensuring the accuracy of every thermometer issued by the company; so complete is the system of examination and testing that it is almost an impossibility for a faulty instrument to escape rejection. It has been the aim to produce the highest grade, and the company has always refrained from competition with the inferior quality of clinical and other thermometers. One of the well-known brands of clinical thermometers manufactured by Perken, Son & Co., Ltd., is the Mater improved magnifying front. This has many improvements over the usual pattern and the increasing demand for it clearly indicates that the public is always prepared to purchase the best. The various productions of the company, are known throughout the civilised world.

Potter & Clarke, Ltd.,

60-64 Artillery Lane, Bishopsgate, London, E.1, was founded by Henry Potter, who established himself as a dealer in leeches and as a seedsman and herbalist in Fleet Market, Farringdon Street. He retired in 1846, and the business passed to his nephew, also named Henry Potter, who took into partnership his uncle's old apprentice, George Hailey, the firm name of Potter & Hailey being assumed. This partnership lasted eight years, when Mr. Hailey retired. In 1870 Henry Potter was joined by his son, when the style of the firm became Potter & Son. Three years later, Charles Goddard Clarke was admitted a partner, the firm becoming Potter, Son & Clarke; the title was contracted in 1880 to Potter & Clarke. In 1896 Henry Potter, son of the third Henry Potter, and Richard Cranfield Wren, then general manager of the firm, were admitted to partnership. In 1907 the firm was converted into a limited liability company. The present directors are Henry Potter, Ph. C., F.L.S. (chairman and managing director); Richard William Wren, chemist and druggist, F.C.S. (son of the late R. C. Wren, who compiled Potter's Cyclopædia of Botanical Drugs); William Potter-Mackenrot (grandson of the late Henry Potter); Cecil Potter-Mackenrot, chemist and druggist (younger brother of the above). In addition to Victoria Mills there are offices and warehouses at Artillery Lane, London, E.1; seed packing warehouse and garages at Casson Street, London, E.1, and the Manchester depôt, Luna Street, Great Ancoats.

Roberts & Co.,

76 New Bond Street, London, W.1, is the name of a business which, in association with its parent house in Paris, forms a combination that may justly be called unique; for while the pharmacy in the Rue de la Paix, founded by Dr. Roberts in 1820, is best known to the English-speaking world as the place where one can readily obtain any British or American medicament, the New Bond Street address stands primarily for supply of Continental medicines and the dispensing of foreign prescriptions. The firm has received warrants of appointment to their late Majesties the Emperor Napoleon, the Empress Eugénie, King Edward VII and Queen Alexandra, as well as to His Majesty King George V; and a search of the prescription-books would disclose the names of most, and probably all, of the people who have become famous during the past hundred years. The London house was opened by Messrs. W. T. Shorthose (nephew of Dr. Roberts) and H. M. Backhouse, its first partners, in 1871. About twenty years later Mr. W. J. Patey, Ph.C., joined the staff as manager, and in 1901 he was made a partner. Some years later Mr. Patey became the sole proprietor, the only further change of ownership being that in 1931 his son, Mr. Bernard Patey, also a pharmacist, joined him as junior partner. The premises were rebuilt in 1909.

To pharmacists in this country Messrs. Roberts are chiefly known for the expert dispensing of foreign prescriptions and for the interesting proprietaries of their own or other manufacture. Their "Prescriber's List," reissued from time to time, extends to nearly 300 pages, and is arranged in tabular form with indications, for each item, of composition, form, size, price, therapeutic indications and dose. We read, for example, that



ROBERTS & CO.
One of the best-known West End Pharmacies

Ferrigen ampoules contain the equivalent of iron 0.01 gm. and arsenic trioxide 0.0003 gm. in each c.c.; and that Robuval is an elixir with 6 gr. of strontium bromide and 12 m. of inodorous fluid extract of valerian per tablespoonful. Glancing through this list and other literature issued by the firm we notice the names of Laboratories Cognet, Couturieux, Duret et Remy and others for whom Messrs. Roberts are sole agents in this country.

Sangers, Ltd.,

258 Euston Road, London, N.W.1, was established prior to 1780 as Bacon & Co., medical warehouse, 150 Oxford Street, W. There appears to be some uncertainty, however, about the date, and the business is probably older, an undated price-list referring to it as the "Royal Patent Medicinal Warehouse"; among the early patents for medicine was one to John Bacon, a Covent Garden chemist, dated 1779. John Sanger entered the business in 1810, and was succeeded by his son John, who in 1862 admitted into partnership his two sons, Charles Sanger and William Albert Sanger. The latter was the first Pereira medallist (1861), and was one of the earliest advocates of percolation as a method of preparing tinctures. The business became known as John Sanger & Sons, and was carried on at 150 Oxford Street until 1874, when additional premises were acquired at 489 Oxford Street, the old premises being eventually given up. John Sanger died in 1877. In 1892 another move was made to Winsley Street, Oxford Street, a factory having been in the meantime established at Shepherd's Bush. The present extensive premises in Euston Road were occupied in 1906, and a year later, when Charles Sanger retired, the style of the firm was changed to Sangers. On December 8, 1928, Sangers, Ltd., was registered as a public limited company for private and family reasons. During the past year the premises in Lime Grove, Shepherd's Bush, have been disposed of, and a factory for Glymiel Jelly has been established at Hampstead Road. The present directors of the company are Mr. Henry Sanger, Mr. E. Sanger, J.P., Mr. F. J. Smith, Mr. E. A. Smith, Mr. John G. Sanger, Mr. P. J. Lushington and Mr. P. Stanley Smith.

Savory & Moore, Ltd.

Under this well-known name will be described briefly three businesses which have amalgamated, and which, together, form an organisation perhaps unique in the drug trade. Savory & Moore, Ltd., was established about the year 1780, by an apothecary named Paytherus. In 1797 he was joined in partnership by Thomas Field Savory, and before long the business, which acquired the style of Paytherus, Savory & Co., began to grow in importance. In 1811, Paytherus retired, and Mr. T. F. Savory took into partnership an apothecary named Thomas Moore. Moore retired, and Mr. T. F. Savory admitted into partnership his nephew John Savory, who afterwards succeeded to the entire possession of the business. Mr. T. F. Savory died in 1847. John Savory became president of the Pharmaceutical Society in 1844, having played a considerable part in the formation of that body. His proprietorship of the business was notable, too, for the introduction of Savory & Moore's Food, which is now manufactured on a large scale at Tottenham. John Savory had two sons, who were both with him in the business. The elder, Thomas, predeceased his father, and the younger, Charles Harley, succeeded to the business in 1871. Mr. C. H. Savory was then joined by Mr. William Robert Barker as partner, an association which was continued until the death of the former in 1874. Mr. Barker was then associated with Mr. Arthur Ledsam Savory, the eldest son of his late partner, and Mr. Charles Ekin, who joined the firm about 1883. The business was converted into a limited company in 1902.

John Bell & Croyden was founded by John Bell, in Oxford Street, in 1798. In 1819 John Bell took into partnership Thomas Zachary and John H. Walduck. The two junior partners, however, retired in 1836, and their places were taken by Jacob Bell and his younger brother Frederick John Bell. John Bell died in 1849, and the business passed into the sole proprietorship of Jacob Bell. In 1852 he was joined by Thomas Hyde Hills as a partner; Jacob Bell died seven years later at the early age of forty-nine. Mr. Walter Hills, nephew of Mr. T. H. Hills, entered his uncle's pharmacy in 1870; he became a partner in 1891, and was subsequently the sole proprietor. In 1908 (Mr. J. R. Wretts, Ph.C., Mr. E. W. Lucas, Ph.C., and Mr. J. Stuart Hills, Ph.C., having meanwhile acquired interests) the wholesale and retail sides of the business were separated, a limited company being formed in each case. Joined by the late Mr. John D. Marshall as the managing director of a limited company, Messrs. Walter Hills, Lucas and Wretts removed to Wigmore Street. In 1921 a new company was formed to take over the business of John Bell & Croyden, Ltd. Later the company took over the business of Arnold & Sons, surgical instrument makers, founded in Smithfield in 1819, by James Arnold. The factory is in Lawrence Road, Tottenham, Arnold & Sons

occupying the lower floors of the spacious building, and the pharmaceutical side the upper portion. The present directors of the company are Mr. E. T. Neathercoat, C.B.E., Ph.C., Mr. E. A. Umney, Ph.C., and Mr. E. J. C. Savory and Mr. J. E. Saul, F.I.C. Savory & Moore, Ltd., whose head offices are situated at 61 Welbeck Street, London, W.1, cover the requirements of the medical, surgical, and pharmaceutical provinces.

Solport Brothers, Ltd.,

druggists' sundriesmen, 184 to 192 Goswell Road, London, E.C.1, was founded in 1857. On January 1, 1842, Nathan Nixon, a younger son of a Cumberland farmer of Brampton, near Carlisle, was apprenticed for five years to Mr. Jeremiah Sowerby, Sunderland, who undertook to "teach, learn and inform him in the art, mystery, or trade of a chemist and druggist." Soon after he was in business for himself as a chemist in Middle Row, now demolished, a turning off Holborn, in the City of London. He was not long in discarding the "art and mystery" for which he had been trained, and in 1857 he took a house in Shaftesbury Street, New North Road, London, which had a workshop at the rear, and there began, in conjunction with his brother Edward, under the style of N. & E. Nixon, the manufacture of druggists' sundries for the wholesale trade. The style of the firm was changed to Solport Brothers. Edward Nixon retired owing to ill-health, and in 1884 the surviving brother died after a long illness, during which the business dwindled. The eldest son, Albert Nixon, then aged seventeen, was with a firm of electrical engineers in Chelmsford with a view to apprenticeship. He returned to London to take up the remaining threads of the business. It grew, old customers were again re-enlisted, new ones found, new lines introduced, and larger premises two doors away were taken. In 1900 the firm, by this time wholly acquired by Mr. Albert Nixon, removed to 188 Goswell Road, more convenient in every way and nearer to the druggists' sundries quarter of London. Soon the adjoining warehouse, No. 190, was occupied and united to No. 188; then Nos. 184 and 186, substantial factory buildings on the other side. Next No. 1 Lever Street, round the corner, was acquired and made accessible by a gallery constructed. A lot of dusty jobs, and others which added to the fire risk, were transferred to 377 City Road, and the need of more warehouse and office space recently made the acquisition of No. 192 Goswell Road inevitable. Mr. Albert Nixon has been ably helped by his brothers, Mr. Arthur Graham Nixon, who died a few years ago, and whose loss is still felt, and Mr. Cecil Nixon, who for many years has been in general charge of the firm's factories. Since 1915 the concern has been incorporated as a private limited company. The managing director is Mr. Albert Nixon, who next year celebrates his fiftieth year of connection with the business. The remaining directors are Mr. Cecil Nixon, and Mr. Martin Denys Nixon, son of the managing director, who attends to the export activities of the company. Among the trade marks of the company, that of "Portia" on druggists' sundries, and that of "Nerissa" on toilet articles carry conviction as to quality and attractiveness of presentation.

E. H. Spicer & Co., Ltd.,

Watford, first commenced business eleven years ago in conjunction with Endocrines, Ltd., with which company it has remained associated ever since. Turned into a limited company in 1925, the business has from the first been carried on from headquarters at 72 Wigmore Street, W.1. At the outset it was largely an agency business, its two most important representations being the Abbott Laboratories of Montreal and Chemisch-Pharmazeutische A.G. Bad Homburg, of Frankfort. In 1927 manufacturing operations were commenced; in 1928 works were acquired at Watford, situated on the Rickmansworth Road, in two and a half acres of ground, adjoining the terminus of the Metropolitan Railway. From that time the business of the company has been increasingly in products of its own manufacture; and since the latter part of 1932 practically all the pharmaceutical specialties formerly imported from Germany are now made at Watford, with the co-operation of the technical staff of the former manufacturers, so far as that was necessary.

Perhaps the two most important original preparations manufactured, both of which have achieved extended use in hospital and private practice, are Edwenil and Emulsion Lactobacillus Acidophilus. Edwenil is a polyvalent antibacterial agent which has been shown to be active in the treatment of the whole group of endotoxic infections. The method of preparation results in a product which, although a "vaccine type" product, does not cause anaphylaxis and is tolerated even by patients with a protein sensitisation. The Emulsion Lactobacillus Acidophilus is a mineral oil-agar emulsion, serving as a vehicle for a minimum 250,000,000 viable *Bacillus acidophilus* per c.c. of the Emulsion. One of the former German preparations now made at Watford deserves special mention from a pharmaceutical standpoint. It is Solvochin, a 25-per-cent. aqueous solution of basic quinine. It is used in malaria and in lobar pneumonia.

Squire & Sons, Ltd.,

413 Oxford Street, W.1, can trace their origin back to the eighteenth century, in the last ten years of which a Mr. John Scott was the owner of the business purchased from him by Mr. Peter Squire in 1831. In 1836 he was appointed chemist to H.R.H. Princess Victoria, and on the accession of the Princess to the throne he was gazetted as chemist on Her Majesty's establishment. Of his four sons, the third, Mr. (afterwards Sir) Peter Wyatt Squire was in 1867 gazetted jointly with his father to "the place and quality of Chemist and



SQUIRE & SONS, LTD.
An Oxford Street Landmark

Druggist upon the Establishment in Ordinary" to the Queen; ten years later, on the father's retirement, Mr. P. W. Squire was joined by his younger brother Mr. A. H. Squire. The warrant has been renewed. The firm also hold a warrant of appointment to H.R.H. the Prince of Wales. Mr. Peter Squire was president of the Pharmaceutical Society on three occasions. The dispensing department at 413 Oxford Street was the subject of an illustrated article in our Special Issue of January 26, 1901 (pp. 153-155). Sir Peter Wyatt Squire died in 1919.

The manufacture of pharmaceutical products on a considerable scale was introduced by Mr. Peter Squire about the year 1860, and has adapted itself to the modern demands of therapeutic progress. In addition to standardised galenicals, the output of Messrs. Squire & Sons, Ltd., includes Ferocal, Kasena (founded on cascara and senna), the interesting series of glandular elixirs, Ferarin (sterilised injection of iron and arsenic), Glyphocal (Squire's syr. glycerophosph. co.) Sibka products (containing ovo-lecithin with glycerophosphates), Sterilettes (sterile solutions in ampoules), and Terperoin preparations (medicaments containing terpene hydrate with or without diamorphine hydrochloride). In another department the manufacture of sterilised surgical dressings and other goods of this class is carried on.

William Toogood, Ltd.,

77 Southwark Street, London, S.E.1, is an old-established house, having been founded in 1825 by William Toogood. The original premises were situated in Mount Street, Grosvenor Square, but the business was later transferred to Heddon Street, Regent Street. In 1909 a further removal was made to the present address ; the company maintains also a factory at 165 Borough High Street, S.E.1, and warehouses at Lavington Street, S.E.1. The company manufactures a comprehensive range of toilet and perfumery preparations, and specialises in all kinds of glass bottles required for the drug and perfumery trades. The founder, Mr. William Toogood, was the great-uncle of the present principal, Mr. E. J. Toogood, and the business has remained in the family since its inception. The present directors are Messrs. E. J. Toogood, F. W. Farrow and W. T. Toogood. The company's scope extends all over Great Britain, and for over half a century contract work has been carried on on behalf of Government departments. Messrs. Toogood, it is interesting to note, were suppliers of medical glassware during the Crimean War, a service which they rendered also on a more recent occasion.

Thomas Tyrer & Co., Ltd.,

Stirling Chemical Works, Abbey Lane, Stratford, E., were founded in 1844. The firm was first known as Dunn & Co., and subsequently as Dunn, Heathfield & Co. In 1870 Dr. W. S. Squire (eldest son of Peter Squire) joined the firm, which then became Dunn, Squire & Co. Dr. Squire, in 1875, established the business of Squire, Chapman & Messel at Silvertown to work the catalytic process for the manufacture of sulphuric acid. Dunn's business was purchased in 1891 by Mr. Thomas Tyrer, F.I.C., F.C.S. Mr. Tyrer was one of the founders and for many years the treasurer of the Society of Chemical Industry, and was also president of the British Pharmaceutical conference in 1907. The business was converted into a limited company in 1898, Mr. Tyrer becoming managing director. Mr. Tyrer died in 1918, since when the business has been carried on by his executors and the other directors (including the late Mr. Thomas Tucker, who had been with Mr. Tyrer from the time he took over the business).

A. Wander, Ltd.,

184 Queen's Gate, S.W.7, and King's Langley, commenced business in 1910 with headquarters in Leonard Street, E.C.2. Removal to the present spacious offices took place in 1924. The factory was erected at an early stage in the company's history, and has received several additions. Fortunately for Messrs. Wander—and even more fortunately, perhaps, for their workers—its site was chosen in a beautiful district of Hertfordshire with all the advantages arising from that circumstance. While the company are still, we believe, the largest manufacturers of medicinal malt extract in the world, this and their other products have in recent years become secondary to the production of Ovaltine, to which for the most part the factory is devoted. A skilled engineering staff is constantly supervising the intricate machinery, inventing from time to time new units for improved working: an outstanding example is the machine which folds the ends of the wrappers after they have been rolled round the tins, a machine unique in manufacturing processes. All tins are made on the premises, and pass by an endless conveyer to the filling department. Ovaltine rusks pass through several processes with constant supervision of baking and other conditions of manufacture. Temperature and humidity are rigidly controlled throughout the factory, the air being washed, cooled and finally moistened according to climatic requirements ; and the whole of the premises is vacuum-cleaned weekly. The advantages of all this are evident, not only in scrupulous cleanliness from floor to ceiling, but also in the high standard of health of the employees. It is hardly necessary to mention that the analytical control is of a very exacting order, the laboratory devoted to it being staffed with highly qualified scientists. The clerical offices, which adjoin the analytical department, are conducted on the modern plan of time-saving appliances, rendering the work of the staff at once lighter and more efficient. Messrs. Wander's factory is the last word in industrial welfare, a subject discussed at frequent intervals in our columns. In addition to a large canteen serving about 600 lunches daily, a palatial concert hall with a well-equipped stage, an artistically designed lounge, warmed cloak rooms and handsome gardens with tennis courts and other amenities, there are the services of a resident medical practitioner and a dental surgeon, with full equipment for any probable requirement in medicine or dentistry. The doctor's suite of rooms includes ultra-violet ray apparatus, and the dentist has his *x*-ray outfit. These substantial benefits are rounded off by a liberally endowed pension fund.

Another development of Messrs. Wander's activities remains to be mentioned. In order to obtain control of their raw materials at the source, they have established near their factory the Ovaltine egg farm and the Ovaltine dairy farm on land extending to about 400 acres. Nothing could well be more picturesque than the buildings (some of them covered with fireproofed thatch) that have been erected. The number of pedigree fowls at present in the houses is about 50,000 ; the ultimate number for which accommodation is actually provided is 100,000. These are reared on a system which has been rendered so effective that poultry experts from all over the country come to see for themselves how the various diseases to which the birds are liable are prevented or, if they appear, are checked. Everyone entering this farm walks through a shallow pit of disinfectant powder so as to obviate the risk of conveying germs from outside. All eggs are washed on being taken into use. Equally remarkable is the Ovaltine dairy farm, where a Jersey herd that includes several prize-winners enjoys ideal quarters and constant grooming. The milk, as it is obtained, is quickly cooled and conveyed into sterilised vessels, thus establishing a standard of purity which is confirmed in the analytical laboratory of the factory. The managing director of this remarkable organisation is Sir Harry Hague, whose benefactions to pharmacy are well known.

Warrick Brothers, Ltd.,

have been established well over 100 years. The first preserved record of the firm is dated 1827 ; its birth coincided with the discovery of quinine by Pelletier in France. John Warrick had studied chemistry in France ; and while the drug trade in Great Britain looked askance upon a new medicine yielding so clear and " thin " a solution as quinine, he believed that science would win, and accepted the quinine agency for England. Mr. Warwick interested himself in the sale of other alkaloids and chemicals, among them phosphorus and glycerin, novelties then, the latter selling at about 20s. per oz. Having established a connection, he determined to increase his sales by adding raw materials for perfumery to his stock-in-trade. For that purpose he made a journey to Nice.

With a French partner he started a factory in the Avenue de la Gare, now the Boulevard Gambetta. Having learned in France the manufacture of gelatin capsules and jujubes (as pastilles were called in those days), he established a small factory to produce these articles, using the old mill at Plumstead which was on his road to London and on land he owned. There the first gelatin capsules in England were made, and there also the first glycerin pastilles. John Warrick's second son Frank managed the business at Nice and became H.M. Consular representative for that district. His son Arthur managed the Grasse business, his son Charles the Paris branch, and his son Harry that of New York. Mr. Robert B. Warrick managed the London business. From Three Kings Court the firm moved to Garlick Hill; when those premises were required to make room for the Mansion House Station they moved to Old Swan Lane with a factory elsewhere; then to Portpool Lane, Holborn; and then, as the business expanded, to Nile Street, the present address. Warrick Brothers have at various times acquired the business of Lucas Brothers, the oldest medical lozenge makers in London (established somewhere about 1770; that of R. Hendrie & Co., holders of Royal warrants to King George III, King George IV, King William IV, and Queen Victoria, first makers of brown Windsor soap and Jockey Club perfume; and later the firm of Maddocks & Co. The senior director in London is John Warrick's grandson, Mr. F. W. Warrick, Ph.C., and the governing director Mr. R. C. Warrick, John Warrick's great-grandson.

Whiffen & Sons, Ltd.,

manufacturing chemists and drug grinders, Aldersgate Chemical Works, Carnwath Road, Fulham, S.W.6, can be traced back, through George Atkinson & Co., a firm incorporated by Messrs. Whiffen in 1887, to a City business established in 1654. This business was being carried on at 66 Aldersgate Street by John Maud, chemist and refiner, as early as 1731; then the title of the firm became successively Maud & Biggar; Biggar, Atkinson & Dell; Biggar, Atkinson and Chippendale; and G. Atkinson & Co. In 1884 developing business compelled them to seek larger premises at Southall, where they remained until their present modern works were completed in 1923. In 1854 Messrs. Edward Herring and Thomas Whiffen established a factory at Trinity Street, S.E., for the manufacture of fine chemicals; Mr. Herring had in the previous year obtained a patent for a method of preparing quinine sulphate. In 1858 his interest was acquired by Mr. Jacob Hulle (established in Laurence Pountney Lane about fifty years earlier), who retired after ten years, Mr. Whiffen becoming the head of the firm. At that time Mr. W. George Whiffen, Mr. Whiffen's second son, was in charge of the works, and five years later his elder son, Mr. Thomas J. Whiffen, joined the business. Mr. Thomas Whiffen died in 1904.

The firm was converted into a private limited company in 1912, with Messrs. Thomas J. Whiffen and W. George Whiffen as governing directors; in 1921 and 1922 Messrs. George Goodman Whiffen and Stanley W. Whiffen, and later Mr. Noël H. Whiffen, were appointed directors. Mr. Thomas J. Whiffen died in 1931. A long-planned concentration of the Battersea and Fulham Works attained fruition during 1932-33, and extensive new buildings have sprung up in the process. The transfer gave the directors the opportunity of installing much new plant, capable of a greatly increased output.

Wilcox, Jozeau & Co. (Foreign Chemists), Ltd.,

15 Great St. Andrew Street, W.C.2, derive their origin from the Pharmacie Jozeau established by Gabriel Jozeau at 49 Haymarket, S.W.1, in 1846, which was carried on by him there till his death forty years later. It became well known to chemists throughout the United Kingdom as a source of supply for galenicals and pharmaceutical preparations of Continental (and especially of French) manufacture. On his death, the business was acquired by the late Mr. John J. Snook, who merged with it the business of Wilcox & Co., originally carried on at the corner of Oxford Street and Argyll Street, on the site of the present Oxford Circus Underground Station, whence it removed to Mortimer Street. Under the new direction, the combined business much increased in importance, and was converted into a limited company under the title of Foreign Chemists, Ltd., in 1894. After the death of Mr. J. J. Snook in 1898, it was carried on for a time by his son; he afterwards entrusted the management to Mr. J. Hendy Thomas, who kept up the Jozeau traditions until his retirement in 1920.

The eventual expiration of the Crown lease at 49 Haymarket, and continued expansion of business, necessitated removal to larger and more convenient premises; consequently, in 1922, the present premises in Great St. Andrew Street were taken and the retail shop closed, thus bringing to an end after a career of seventy-five years a pharmacy well known to all foreign residents and visitors to England. Among the better-known preparations introduced by the house are Vin Mariani, Morrhuol Chapoteaut, Apioline Chapoteaut, Kola Astier, Riodine, Arheol, Lactobacilline Tablets, Eupnine Vernade, Lacticolein, Valda Pastilles, Cachets Faivre, Digitaline Nativelle, and Optrex. Pharmacists of maturer years will remember the extensive advertising campaigns carried out by Wilcox, Jozeau & Co. during the 'nineties for the Carbolic Smoke Ball, now dead, and for Vin Mariani, the sale of which in its palmy days ran into hundreds of thousands of bottles annually. It is curious to note, among the preparations quoted in a price list issued by Gabriel Jozeau in 1885, capsules of cod-liver oil extract, an early anticipation of vitamin therapy. An offshoot of the parent house was established in 1924 in Dublin (at 19 Temple Bar), where the Free State demands for foreign proprietaries are well looked after.

Willows, Francis, Butler & Thompson, Ltd.,

73, 75 and 89A Shacklewell Lane, E.8. Seven wholesale or manufacturing concerns have contributed to the building up of the company as it is to-day. Burgess, Willows & Co. established themselves in High Holborn in 1751. On the death of Mr. Robert Burgess in 1855, Mr. John Willows, who had been associated with him, became the proprietor, and was subsequently joined by his brother, the late Mr. Jesse Willows. Mr. Jesse Willows, by a coincidence, had been with Herrings & Co., Aldersgate Street, whose business his own firm was to acquire some years later. Mr. John Willows died in 1875, and Mr. T. H. Francis became a partner, with a corresponding change in the firm's name. Eight years later the business of Samuel Foulger & Son, St. George's Street, E., founded in Wapping about the beginning of the nineteenth century, was absorbed. In 1898 a serious fire resulted in the making of temporary arrangements, as was the custom in the trade, for supplies through other houses; and one outcome of the period of stress—for Messrs. Willows carried on without recalling any of their travellers—was that the business of Herrings & Co. was purchased. The business was established in Barbican, close by, in 1808, and removed by the brothers Thomas and T. B. Herring to Aldersgate Street seven years afterwards. Mr. T. B. Herring died in 1856, and his brother then took two sons and a nephew into partnership. The business of Henry Ayscough Thompson, Chiswell Street, founded in 1847, was absorbed by Willows & Francis in 1898. The other constituent house, Mackey, Mackey & Co., Ltd., formed in 1870 in Bouverie Street, E.C., was taken over in 1901.

Conversion of the united business into a limited company took place in 1904, the original directors being Messrs. Jesse Willows, Thomas Harper Francis, Charles Butler, and Henry Ayscough Thompson. Subsequently it was found that the Aldersgate premises were very inadequate for dealing with the growth of the company's business, and in December 1924 the move to the present fine block in Shacklewell Lane was accomplished. In the meantime, Mr. Thompson had succeeded Mr. Charles Butler as managing director, and was himself succeeded

by Mr. E. C. Butler, the present holder of the office, in 1925. In 1927 the old-established firm of Corbyn, Stacey & Co. was taken over, Mr. W. H. Robertson joining the board as a director in 1929. In 1931 the business of Manners & Hopkinson was also acquired. The present directors of the company are Mr. E. C. Butler (chairman and managing director), Mr. Harry Godwin, J.P., Mr. J. A. Heslop, Colonel S. G. Butler, D.S.O., Mr. W. H. Robertson, M.C., and Mr. H. A. Thompson (secretary).

Wright, Layman & Umney (1932), Ltd.,

are known all over the world as the proprietors and manufacturers of Wright's Coal Tar Soap; in the drug trade and in the medical profession they are equally well known as manufacturing chemists of long-established repute. The history of the business can be traced to the eighteenth century, in the last years of which a Mr. James Curtis had a chemist's shop in Ludgate Hill. In 1832 he removed to Old Fish Street Hill, where he was joined in partnership sixteen years later by Mr. William Valentine Wright. Mr. Curtis retired in the early 'fifties, and Mr. Wright, about that time, originated Liquor Carbonis Detergens. It was not long before he conceived the idea of incorporating this antiseptic in a soap, the birthday of which may be assigned to the year 1860. When the formation of Queen Victoria Street was commenced (this was in 1863), Mr. Wright's premises were demolished, and foreseeing further extension he built a block of offices with warehouses in Southwark Street, and occupied part of it. The late Mr. G. B. Francis joined him as a partner in 1860, but entered the firm of Hearon, McCulloch & Squire six years later. Soon afterwards Mr. Wright took Mr. Sellers and Mr. Layman into partnership, with a corresponding adjustment of the trading style; in 1876 Mr. Sellers retired and Mr. Charles Umney became the junior partner, the firm accordingly becoming Wright, Layman & Umney. Mr. Wright died in the following year at the early age of fifty-one; Mrs. Wright retained an interest in the business till 1892, when she disposed of it to the firm, which at that time consisted of Messrs. Charles Wright, Herbert C. Wright, Charles N. Layman, Ernest Layman, Fred Layman, Charles Umney and John C. Umney. The old melting process of manufacturing the soap was discontinued in favour of the milling process, and since then the development of the business has been remarkable. In 1899 the firm was converted into a private limited company, with Messrs. Charles N. Layman, Charles Umney, Herbert C. Wright, E. B. Layman, John C. Umney, F. N. Layman and E. A. Umney as the first directors.

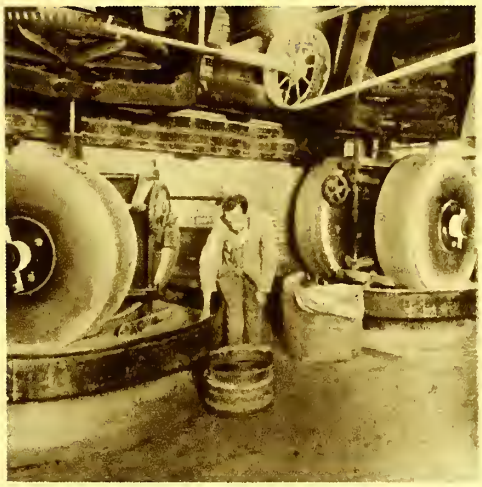
By this time Nos. 44, 46 and 48 Southwark Street had been occupied in addition to the original No. 50 of Mr. W. V. Wright's row, and the problem of accommodation had again become acute. It was therefore decided to remove the manufacturing laboratories and soap department to a site which had been acquired in Park Street, not far away. There was a certain appropriateness in the acquisition of land in so historic a street by so historic a firm. Not many yards from the entrance of Messrs. Wright, Layman & Umney's works is the Shakespeare memorial tablet marking the site of the Globe Theatre: a stone's-throw distant is the site of the Tabard Inn, whence Chaucer's pilgrims set out for the shrine of St. Thomas. Park Street itself was part of the park surrounding the palace of the Bishop of Winchester for about five centuries; and such names as Bear Gardens remind us of the habits and pastimes of the Elizabethans. The present works of the company are built round a spacious quadrangle, and are so laid out that soap-making and the rest of the manufacturing processes are kept distinct. Automatic machinery of the newest type deals with the Coal Tar Soap at every stage. Some of the most important "gadgets" have been invented on the premises, and every detail of each process has had its place in the scheme assigned to it. This is specially evident in operations involving the handling of large quantities of material, e.g., the manufacture of Wright's lysol. Commodious as the premises are, there is still room for expansion, land having been purchased for the purpose. Since 1899 there have been two changes in the constitution of the company. In 1909 shares were offered to the public for the first time, all the directors remaining on the board. Last year a new public company with a capital of £340,000 was formed: the present directors are Messrs. Herbert C. Wright, Ph.C. (chairman), Ernest A. Umney, Ph.C. (deputy chairman), Ernest B. Layman, James Knight, James Hamerton, Ph.C., and R. E. Conder, Ph.C.

G. H. Zeal, Ltd.,

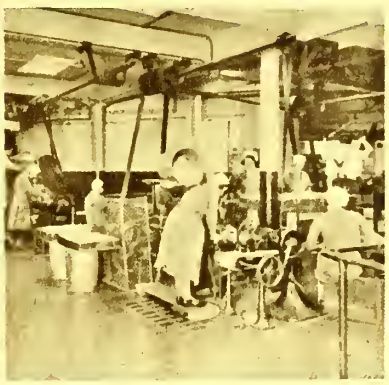
75-77 St. John Street, London, E.C.1, were established in 1888, and are well known as makers of clinical, chemical and industrial thermometers. In 1901 Mr. Zeal invented the well-known Repello clinical thermometer, which, it is claimed, is the only entirely satisfactory instrument which requires no shaking down to reset. The production of clinical thermometers in this country has increased very materially since the war, and to illustrate this it may be mentioned that the total output of Messrs. Zeal in 1914 was 300 dozen per week, whereas at the present time over a million clinical thermometers are produced and sold annually, not including the very large quantities of domestic and industrial thermometers which are now made in addition. The following brief description of methods of manufacture may be of interest:—The glass-tubing is produced in this country from the best quality English lead-crystal glass. It is supplied to thermometer makers in lengths of about 60 inches, each cane having a slightly different sized bore and thickness. It is, therefore, necessary to blow a bulb on a pattern taken from each cane in order to determine the correct size required. Once the correct size has been determined the remainder of the cane is cut up into lengths and bulbs blown to as near the exact size of the pattern as human skill can contrive, in which case the resultant length of scales should show only a small variation. Special glass is employed for blowing the bulbs; this has the peculiar property of remaining practically constant once the glass has set. A piece of normal glass is joined on to the end of the length of thermometer tubing—which has been drawn down and the bore swollen to facilitate making the join beforehand—and melted in a gas flame until sufficiently plastic to blow out in a spherical shape. This is repeated until the thickness of the normal glass is uniform throughout, when the final process of blowing out the bulb with the mouth into a spherical form and at the same time drawing out to a cylinder form the registering bulb, is carried out; the bulb is then partially filled with mercury and sealed up at its requisite length. It is completely filled by holding the bulb over a flame, causing the mercury already in the bulb to boil. The open end of the thermometer tubing is then immersed in a quantity of mercury, which, as the bulb cools, is forced up the bore by the atmospheric pressure. Air and dampness is then extracted fro mthe bulb and bore, a most important operation; the constriction is then made by blowing the bore out into a cavity, a wedge-shaped section being formed by means of an intensely hot pointed flame.

Messrs. Zeal employ a special staff of experts to examine every clinical thermometer produced. Having satisfactorily passed the tests, the thermometers are then immersed in electrically-heated hot-water tanks at definite temperatures, and marks made on the glass stem at the points to which the mercury rises. These marks are used as the basis of the graduations which are then put on by a machine, cutting the graduations in the wax with which the tubes have been covered. The figures, name and number are then engraved on the wax, after which the instrument is immersed in a bath of hydrofluoric acid, which eats away the exposed glass. The indentations are then filled in with a special black preparation which will withstand the action of all antiseptics, so that the scale can be described as permanent. Before finally passing to the consumer, each clinical thermometer is subjected to a further test for accuracy.

WRIGHT, LAYMAN & UMNEY (1932) LTD.





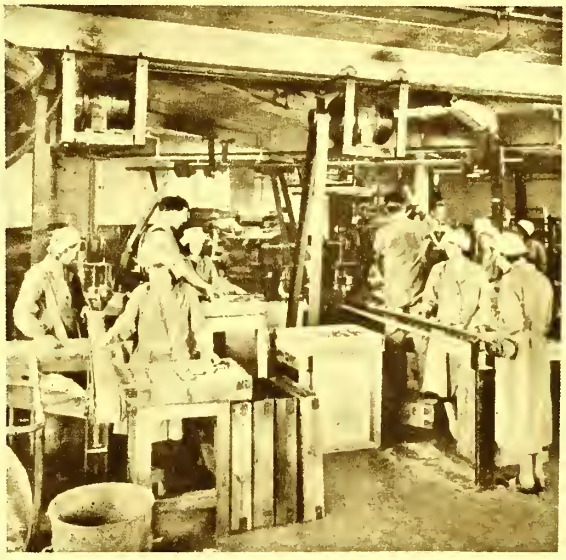


Left, two of the great edge-runner mills at Southwark. In the centre is a small vacuum plant in one of the laboratories, and, on the right, Wright's Coal Tar Soap is being compressed and cut into bars.

WILLOWS, FRANCIS, BUTLER & THOMPSON LTD.



A corner of the steam laboratory at Willows, Francis.



Stamping and finishing Wright's Coal Tar Soap.

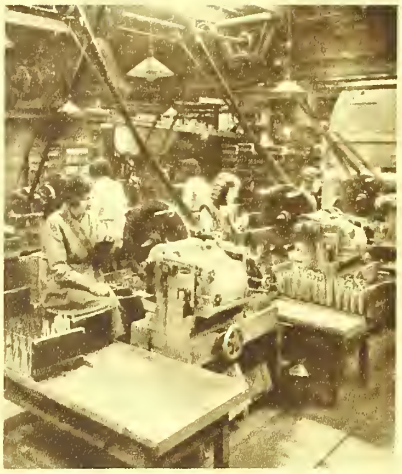






Left, a view in the town dispatch department of Willows, Francis. Centre, pearl-coating machinery. Right, packing quinine.

SELECTION OF PHOTOGRAPHS TAKEN IN THE——





BETTS & CO. LTD. Left, colouring collapsible tubes. Right, two of the tube-making machines.



COATES & COOPER LTD. A busy morning in the order-collating room.





BRITTON, MALCOLM & WAYMARK LTD. Left, part of the display of surgical instruments. Right, a section of the order-assembling department.



THE R. H. HEWARD CO. Winding cotton and silk for manufacture of elastic hosiery.



The finishing department in The R. H. Heward Co's. elastic hosiery works.





CRESSWELL BROS. Left, wrapping sponges in cellophane. Right, West Indian and Florida sponges in original compressed bales.

PREMISES OF SOME OF LONDON'S WHOLESALERS



S. MAW, SON & SONS LTD. The show-room at Aldersgate Street.





MAY, ROBERTS & CO. LTD. Two views in the well-equipped order assembling department.



H. R. NAPP LTD. The Clement's Inn order-collation room.



SOLPORT BROS. LTD. Quantity making of swansdown puffs.



WILLIAM TOOGOOD LTD. A corner of the packed goods filling room.



Labelling and finishing packed goods in Toogood's premises.





G. H. ZEAL LTD. Left, blowing a thermometer bulb. Right, grading thermometers.

VIEWS IN LONDON WAREHOUSES

Sampling, Bulking and Grading Stocks at the Port of London



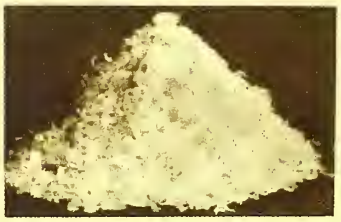
Unloading at No. 2 London Dock.



A portion of the senna stock; bags, cases, and native-made cases. Baxter, Hoare & Co., Ltd., South-Eastern Wharf.



Left, fine, hand-picked Alexandrian senna.



Centre, fine white ribbony druggists' tragacanth.



Right, bales of cinnamon quills.



Left, a bale of senna leaves opened for sampling, P.L.A.



Right, tragacanth in bulk at the South-Eastern Wharf.



Left, grading Madagascar vanilla pods, P.L.A.



Right, emptying a case of cuttle-fish bone, P.L.A.

LONDON, THE DRUG CENTRE OF THE WORLD

Describing the Handling of Drugs at London's Docks and Warehouses and the Trade in Mincing Lane

THE outstanding position of London as the world centre for drugs of all descriptions and many other natural products is to no small extent due to geographical and other conditions. These favourable circumstances have been developed commercially by the London brokers and merchants throughout centuries of continuous trading, assisted by the enterprise of British shipping, which trades from and to London with every port of importance in the world. That the Metropolis has for so long been the financial and insurance centre of the world, affording the most advantageous trading arrangements, is another factor which has gone to make London pre-eminent as the foremost international centre of commerce. Bills of exchange on London are the currency of the merchanting world. The great docks, quays and warehouses of the Port of London are second to none, capable of receiving the largest cargo vessels afloat, and handling, storing and dispatching merchandise in an efficient and economical manner.

CENTURIES OF TRADING

IT is not the purpose of this article to deal at length with the historical side of the London drug markets, but a review of the position as it is to-day will perhaps be the better appreciated if prefaced by a brief outline of the trade during past centuries. Although records indicate that London was something of a world centre for the reception and distribution of general merchandise from very early days, it is certain that during the reign of Queen Elizabeth, when considerable improvements were made in the riverside quays on the Thames, particularly on the north bank of the Pool of London, overseas trading was of more than ordinary importance. Mincing Lane and Mark Lane, which at that time ran right down to the river, and the surrounding area, soon became the commercial centre dealing with the merchandise unloaded and loaded at the near-by quays. By the eighteenth century the district was almost entirely populated by merchants and brokers, who were doing a thriving business under favourable conditions. The Navigation and Trade Acts of the seventeenth and eighteenth centuries helped to increase London's commerce by reserving the trade of the Colonies to the English merchants. Indian and Chinese trade was a monopoly of the East India Company and was concentrated in London. It was the common habit at that time for most of the business to be transacted in the many coffee houses that existed in the City, but in 1675 the reigning monarch, Charles II, sought to suppress them, and many were closed down.

THE FIRST SALE ROOMS

EARLY in the eighteenth century the need was felt for a recognised centre and meeting place for brokers and merchants, and in 1811 the first London Commercial Sale Rooms were founded. The venture had rather a chequered career and was for some years more or less a failure, becoming known as "Marten's folly." Later, with the break up of some of the old Eastern trading monopolies, business broadened out and improved, and gradually "The Rooms" became the recognised centre for selling and buying. Throughout the nineteenth century the Mincing Lane trade continued to thrive, and it was during the latter part of this century that London became the recognised mart of the world for general merchandise, including all descriptions of drugs. At first extensions were made to the old building, but eventually, in 1890, the present structure was erected for the purpose of providing sale rooms for the use of the considerable number of firms engaged in buying and selling, importing and re-exporting the varied range of products landed at London from every part of the world.

THE PORT OF LONDON

LONDON was an established trading centre before the Roman occupation of Britain. Writing about A.D. 61, the Roman historian Tacitus described London as "crowded with traders and a great centre of commerce." The Port and City of London owe their origin and development to the river Thames. The site of London was determined by the fact that it was the place nearest the mouth of the Thames where the river could be crossed; the Pool, which is that part of the river immediately below London Bridge, offered good anchorage for ships and the district possessed advantages as a centre for the distribution and collection of overseas and inland traffic. For many centuries ships were small and did not require much depth of water; cargoes were dealt with while the vessels were high and dry at low water, or by conveying the goods between the ships and the shore in small craft. In course of time a great many wharves and quays of rather limited capacity became established on the riverside.

LONDON'S FIRST DOCKS

THE trade of the Port of London had so greatly increased by the end of the eighteenth century that there existed a state of congestion of vessels in the river owing to the insufficiency of moorings and warehousing accommodation. The lack of mechanical appliances also tended to hinder the clearance of ships. These unsatisfactory conditions of affairs hampered trade, causing delay and inconvenience to shipowners and merchants, and eventually led to the passing of an Act authorising the construction of the West India Docks, on the Isle of Dogs. These were the first docks built in the Port of London for goods traffic, and were opened in August 1802. The building of other docks and warehouses followed during the next thirty or forty years, and ultimately the capacity of the many privately owned and competitive berthing, landing and storage facilities was more than sufficient. In succeeding decades competition became very keen between the various dock proprietors and wharfingers who, against each other, quoted uneconomic rates for dealing with ships and goods. Conditions became far from satisfactory; and the Government, recognising the Port's importance from a national point of view, appointed a Royal commission of inquiry, the eventual outcome of which was the passing of the Port of London Act, 1908. This Act created the Port of London Authority to take over and administer as one unit the docks and the tidal portion of the river.

LONDON'S DOCKS OF TO-DAY

THE Port of London includes the whole of the tidal portion of the Thames extending from a point just below Teddington Lock in Middlesex to Warden Point in Kent, a distance of nearly seventy miles. Chief among the large and well-equipped docks between London Bridge and Tilbury are the following:—London, St. Katherine, East India, South West India and Millwall, Royal Victoria, Royal Albert, King George V and Tilbury on the north bank, and Surrey Commercial Docks on the south bank of the river. The docks cover an area of no less than 4,203 acres, with a water area of 722 acres; the total length of quays for the loading and discharge of goods is forty-five miles. Most of the docks have direct connections with the main railway systems in the country. No other port in the world is so well equipped with cranes and other mechanical labour-saving appliances for handling cargo. There are about 1,350 cranes in use on the quays, and a number of large floating cranes and derricks, capable of lifting up to 150 tons, are available at all docks. The port contains ten dry docks, the largest being 750 feet long and 150 feet wide. The average annual value of the sea-borne trade amounts to some £500,000,000 (exclusive of coastwise trade), or over one-third of the overseas trade of the United Kingdom. The volume of goods handled annually at the Port amounts to 35,000,000 tons, and the shipping traffic totals 56,000,000 registered tons.

LONDON AND ST. KATHERINE DOCKS AND WAREHOUSES

THE majority of the drugs arriving at London are landed at these docks, a good proportion of the arrivals being discharged from in-coming vessels lower down the river, and brought in by lighters. London and St. Katherine Docks are situated in adjoining areas facing the upper Pool of the river; near by are the Tower of London and the Royal Mint. The combined area of the two docks is about 130 acres, with a water area of over forty-five acres and rather more than four miles of quays. Travelling cranes are provided on all quays, close to which are huge and seemingly endless transit sheds; connected with the sheds by means of bridges and automatic conveyors are the warehouses. The up-to-date warehouses are fitted with the latest appliances, and each is devoted to the storage of a special class of merchandise. Nowhere else in the world is there such a variety of goods stored, including drugs of all descriptions, spices, gums, barks, roots, leaves, iodine, mercury, essential oils, essences, etc. In the course of a tour through these huge stores (which would take some hours) one views the natural raw products of practically all the manufacturing industries, drawn from every part of the world.

A TOUR OF THE DOCK WAREHOUSES

EACH of the warehouses at London and St. Katherine Docks is in charge of a foreman, who has had a life's experience of the goods in his care, and is an acknowledged expert in grading, sampling, packing, etc. The floors cover an area of over seventy-six acres with ample room in each store provided for "working" new arrivals. One will note quantities of agar, packed in big bales bound with iron bands and wooden battens; they have arrived from Kobe or Yokohama. Belladonna from European and other sources in bags, follows next. Buchu leaves from Cape Town, packed in bales, are stacked up; each bale is sampled. There are many cases of cardamoms (which are later opened and bulked together according to grade) from India and Ceylon. Cascara sagrada, grown on the sides of the canyons extending from the Rocky Mountains westwards to the Pacific, is shipped from Harbour Grace, Tacoma and Seattle. Bombay cuttlefish bone, packed in large cases with straw lining, is a frequent arrival. Ergot from Oporto and other sources, in cases and bags, is an everyday feature. Galls from Persia and China are to be seen in good quantity, as is hydrastis shipped from Seattle, packed in bales. Huge quantities of henna leaves from Port Sudan, Bombay and Tuticorin, in bales, of which average samples are drawn, are on view. Insect flowers from Japan, contained in bales, come in with almost each ship from that country. Jalap in bags, from Vera Cruz; juniper berries from Leghorn; kola nuts from West Indies; liquorice root and juice in cases and bales from Italy, Persia, Anatolia and many other sources. Nux vomica from Cochin; orange peel from Tripoli and Valencia.

BULK MATERIA MEDICA

PSYLLIUM seed from Marseilles and other ports; senega root from Vancouver and New York; squill from Algiers; strophanthus from Beira; tuba root from Singapore; turmeric from Madras and Bombay; peppers from Colombo, Alleppy, Cochin, Tellicherry, Saigon, Siam, Muntok and the isles of the Indian seas; olibanum from Bombay; beeswax from most parts of the world; carnauba wax from Brazil; ginger from Jamaica, Accra, Calicut and Bombay; cinchona bark from Java, Bombay, Calisaya and St. Thomas, packed in packets and bales, and cloves from Zanzibar, Penang and Seychelles are just a few of the drug products which are stored in the warehouses of the London and St. Katherine Docks. Senna from Port Sudan and Tuticorin is an important commodity. Huge quantities in pressed-packed bales and the better grades in cases are dealt with. The cases of Alexandrian are opened and sorted to quality, each pile being sampled. Honey, packed in tins in cases, and in barrels, arrives from many parts of the world, including Jamaica, California, Cuba, India, New Zealand and Australia and other parts of the Empire. One pound samples are drawn from each barrel, and a percentage of the cases are opened to obtain an average sample. Chamomiles from Belgium and other European sources; colombo root from Mozambique and the East Indies; dragons blood that was gathered in the Asiatic Islands, Borneo and Sumatra; poppy heads grown in Asia and Europe; boldo leaves from Peru and Chile; and saffron from various countries of Southern Europe are all well represented in bulk quantities, ready to meet world requirements. Another prominent commodity is tragacanth which is shipped from Persia and Turkey, packed in bags and cases; enormous quantities of this article are dealt with. Gum acacia from Port Sudan, Madagascar, India, etc., is an article which regularly arrives at London in considerable volume. Each bale of cinnamon as it arrives is stripped open to ascertain that the "quills" are of consistent quality throughout. A walk through the warehouses at the docks is a veritable tour of the world of drugs. Materia medica from every British colony and every corner of the earth are received here, handled by an experienced staff and stored ready for dispatch to home consumers and to all parts of the world.

SOUTH-EASTERN WHARF

ONE of the independent wharves and stores on the water-side of the Thames where quantities of drugs are landed and dealt with is the South-Eastern Wharf. Situated on the south bank of the river, close to London Bridge, this wharf has been in existence for over sixty years and is owned by Baxter, Hoare & Co., Ltd. Stored in the extensive warehouses is a variety of drugs of many descriptions, particularly huge quantities of senna and tragacanth. Hundreds of bales and cases of the former are handled each year and the arrivals and departures of traganth run into some thousands of packages annually.

IN THE CITY

WHILE the venue of London's international commercial activities has not changed to any appreciable extent during the past century, except to become much more extensive, the general methods of trading have undergone varying phases, brought about by altered world conditions and usages. The hub of the drug markets is Mincing Lane, Mark Lane and the surrounding area, just as it was two to three hundred years ago. The methods of trading, however, have of recent years, and particularly since the war, undergone many changes and not always to the advantage of London. Prior to 1914 practically all the drugs arriving at London, i.e., the bulk of the world's productions, were sent on consignment and mostly for sale by public auction. The predominant position of British shipping coupled with the financial facilities, were sufficient inducements to most foreign shippers to use London as a centre for sales and purchases.

CHANGED CONDITIONS

FOLLOWING the war the position gradually changed and direct shipments to a number of Continental ports were on the increase. Despite this loss London continued to be by far the most important centre for drugs of all descriptions, and, during recent years, there has been evidence that shippers and buyers are beginning to realise that London offers many advantages lacking elsewhere, and are returning to their former habits of selling and buying in this market. For some years shippers have been disinclined to send much of their goods to this market on consignment. Uncertain conditions, fluctuating exchange rates and the general fall in commodity values have all been factors which have tended to make shippers endeavour to sell their goods outright prior to shipment and, moreover, to sell direct to America and the Continent, rather than use London as a distributing centre.

SOME EXCEPTIONS

OWING to their character and wide range of qualities certain drugs, such as cardamoms, vanilloes, isinglass, tragacanth, castoreum, etc., are still periodically consigned for sale on the London market, but a large number of other commodities are now mostly sold outright by the shippers prior to dispatch. This is reflected in the somewhat limited volume of goods offered at the drug auctions, compared with the huge quantities catalogued some years ago. Of recent years buyers, who formerly would have hesitated to purchase even on sample, have almost habitually purchased their requirements "forward." The result has been that some of the shipments were unsatisfactory. The importance, from the buyer's point of view, of being able to inspect either a dock-drawn sample, or the goods themselves, and be certain of their condition after they had been landed here, does not need to be emphasised. After a prolonged trial of the system of buying forward, during which time it is doubtful if it has proved economical, whereas it has certainly proved unsatisfactory in very many instances, there are signs that buyers are gradually moving back to the former methods of dealing through the brokers and merchants who hold the goods, and who are in a position to satisfy them on the question of quality and meet their particular requirements.

SORTING AND GRADING

IMMEDIATELY following the war, when for some few years high prices were ruling, shippers did not pay sufficient attention to grading and sorting. On the one hand the foreign suppliers were inclined to over-grade their goods in order to secure the highest possible price, and frequently the quality of a shipment varied considerably; on the other hand, buyers were intent upon getting their supplies as cheaply as possible and were content to take the risk of a bad consignment. Forward purchases under such conditions, i.e., goods purchased on description prior to shipment, too often proved unsatisfactory and unprofitable. With the much lower prices that have operated during the past year or two shippers have taken more care in their sorting, and shipments are more regular in quality.

THE LONDON COMMERCIAL SALE ROOMS

THE London Commercial Sale Rooms form the common meeting place for brokers and merchants, where business affecting shippers in all parts of the world and consumers at home is carried on day in and day out. The building is composed of a number of large rooms reserved for the purpose of public auctions and, on the ground floor, are the general rooms where the members meet every day, the busiest hours being between eleven in the morning and three in the afternoon. Here the movements in world commodity prices, rates of exchange and other matters of commercial interest are being continually received on the tape machines. The fluctuations in values that take place in "The Rooms" largely control world-prices of many commodities.

THE PUBLIC AUCTIONS

PUBLIC auctions take place every day of one or more of a wide range of commodities, such as tea, coffee, cocoa, drugs of all descriptions, isinglass, spices, gums, shells, hides and skins, wines, jute, etc. The enormous quantity of produce sent to London direct for sale by public auction is a striking instance of the fact that London is the world's market for many natural raw products of commercial importance. The drug auctions, which are now the only regular public sales of drugs in the world, had lost some of their importance, but the quantities of goods "offered" and the sales effected are gradually improving. The range of goods to be offered as listed in the brokers' catalogues is becoming more extensive, and a corresponding increase in interest is being shown on the part of buyers.

BROKERS AND MERCHANTS

DURING the past five or six years the brokers and merchants have experienced a trying time, partly owing to the general commercial conditions and continually falling commodity values, and partly on account of the changed methods of business already referred to. General trade in many commodities is now veering round in their direction, and the day may not be far distant when the use by shippers and consumers of the facilities offered for a very modest cost by these trading mediums will become more general. Given something like normal conditions in the commercial world and stable international exchange rates, a revival of the public drug auctions to something approaching their former importance and of the general trade in "The Lane" may be anticipated. Brokers and merchants have proved their worth in the past as a satisfactory and economical channel for the distribution of drugs and similar commodities. It was their enterprise and integrity that established and built up the trade which has made London the recognised world centre for drugs.

BROKERS' SALE ROOMS

A CALL at the brokers' sale rooms—most of which are situated in and around Mincing Lane—where the samples of the goods they have for disposal are on view, is always of interest. Not only is practically every drug or other similar commodity of commercial importance to be seen, but a wide range of the qualities and grades of many products are there for comparison. Such products as senna leaves and pods, buchu, and tragacanth may be inspected in a range of dock samples from the lowest to the highest grade. Other samples on view would include various kinds of roots, leaves, pods, seeds, barks, waxes,

gums, etc. The salesmen are experienced not only in the knowledge of the goods they handle and their current values, but also in the conditions of the markets, as affected by circumstances at the source from which the products are drawn. The merchants, who deal with the brokers and sell direct to consumers and who make regular visits to the brokers' sale rooms, noting the goods on offer, are no less capable and have to use their judgment in making their purchases of stocks, which ultimately find their way to destinations at home and abroad. Where consumers have to use natural products, the majority of which are bound to vary in quality in many ways, and for which it is impossible even to lay down definite standards, the merchant and the broker provide a service which ensures the delivery of goods of a satisfactory quality and at the lowest possible price.

THE TOWN WAREHOUSES

ESTABLISHED for the purpose of warehousing some of the valuable imported commodities, the Town Warehouses, at Cutler Street, are situated near Bishopsgate goods station in the City, and have a floor area of over fifteen acres. Here bulk quantities of drugs, spices, gums, essences, etc., are stored, and are available for inspection by prospective buyers prior to the public auctions. The staff at the warehouses are expert in the goods they handle, carrying out the work of sampling, garbling, sorting and grading, inspecting, packing, and dispatching goods under their charge in a manner that has in no small measure contributed to the position gained by London as the world centre for drugs. At Cutler Street the examination and grading of aloes is carried out, and it is of interest to note the peculiar packings used by the natives, a common container being monkey skins. Crates of balsam of tolu are opened and tins sampled by means of a sampling iron; the samples are then bulked to obtain an average. Dragons blood from Singapore is examined for quality, each grade being made into a separate "pile" and weighed. The bales of ipecacuanha which arrive from Rio de Janeiro and Montevideo are cut open and the root closely examined for mould; a sample weighing half-a-pound is drawn from the top, middle and bottom of each bale. The root is collected in Brazil and Bolivia, mostly in the early months of the year. Shensi rhubarb in cases is examined for quality, bulked to separate piles and a proportion of each pile is "fractured" to show colour and condition. Jamaica sarsaparilla in bales is opened for inspection and classified as to quality. The handling of vanilla pods require special knowledge; the arrivals from Seychelles, Bombay, Madagascar and Ceylon, packed in tins which are stored in a separate room, undergo a thorough examination for mould. The bundles are then classified to qualities, weighed and measured. Guaiacum, which arrives in solid lumps each packed in a cask, is split open for inspection. These are just a few instances illustrating the work that is carried on at the Cutler Street warehouses, and, as at the docks, the expert and impartial handling of the goods has contributed to making London the recognised centre of the world's trade in these commodities. The fairness and accuracy of a sample drawn at the London docks or warehouses is beyond question and is always accepted throughout the world.

SENNA

IT is not possible to give details of the London trade in all products, but one or two instances of commodities in general use will be of interest. The trade in senna during recent years has undergone considerable change, and the custom of shipping the crop to London on consignment is not now favoured by shippers. At one time, the bulk of the crop was consigned to various Mincing Lane brokers for sale by public auction, and buyers were able to make their valuations on dock samples drawn from the goods on arrival and displayed at the brokers' sale rooms before the auction. London was then the chief market for covering the world's requirements, and much spirited bidding was often witnessed at the public auctions. The trade at present is chiefly confined to a few London merchants who specialise in this commodity, and owing to the risk of heavy warehousing charges on unsold goods, only a few consignments are sent to London for sale by public auction. The greater part of the London importations represent actual deliveries against forward purchases.

NEW B.P. STANDARD

THE 1932 British Pharmacopœia has caused a considerable alteration in the sale of senna, in consequence of the use of the pods in official preparations, which has resulted in a greatly increased demand for the former, with a consequent falling off in the demand for leaves. Although some doubt was expressed that the supply of pods might be insufficient to fulfil the new official requirements, growers have been able to cope with the extra demand, and prices have shown little change. The demand for senna shows that this old-fashioned remedy continues to be a very popular medicine, and during recent months has displayed signs of becoming in even greater public favour. Of late there has been a steady increase in the demand for hand-picked pods of the finer qualities. The recent national advertising campaign has no doubt enhanced the popularity of this laxative. The Tinnevelly variety is the largest crop and India produces between 2,000 to 3,000 tons annually, and of the Sudan variety (Alexandrian) about 700 tons per annum is exported. Mecca senna is now rarely seen in London. Tinnevelly senna leaves and also the pods are packed in compressed bales of about 400 lbs. each, and Alexandrian pods in cases of about one cwt. each. Sales of senna to consumers are usually made on dock samples drawn impartially by the wharfingers from the actual goods on arrival at the London public wharves, and considerable experience is necessary when grading and pricing, as so many qualities are available, where colour and size of the leaves or pods may make a considerable difference in market value. Prices of senna are subject to fluctuation from season to season, particularly for the Alexandrian variety, as the crop is liable to damage by weevil, and also the climatic conditions at origin make the future prospects for quality of this commodity an unreliable one, and for this reason consumers here usually prefer to buy spot London goods rather than take the risk of importing direct from origin.

TRAGACANTH

CHIEFLY owing to its varying character and wide range of grades, which necessitate expert handling, all the tragacanth landed at London is sent here on consignment and is handled by the brokers. There are approximately two hundred grades of this commodity, of which some fifteen are of interest to the chemist; the other qualities being used for industrial purposes, chiefly in the textiles trade. Upon receipt of the bill of lading the broker at once informs the wharfage company, who take full particulars, and instructions are given to work, grade and sample the consignment according to specification or "piling," and to send the relative samples to the broker's office. Upon receipt of the official wharf samples, they are closely examined and valued by the broker and the results cabled to the shippers, who in turn give their price limits for sale. Merchants visit the broker's sale rooms and note the arrivals, calling for samples where they are interested. Upon sales being effected part of the official wharf sample is retained by the broker for reference in case of any dispute arising. Although some tragacanth goes direct from Persia or Turkey to America and the Continent, London is still by far the chief destination and most important market for this product. Quite recently approximately two thousand packages were delivered out of the London warehouses in the course of one month.

P. L. A.



On the left, drugs on show in No. 2 Warehouse at the London Docks.







Left, a warehouse. Above, repacking gums after inspection. Right, splitting a cake of guaiacum for inspection.







Left, aloes packed in skins. Centre, taking a sample of Madras finger turmeric. Right, fracturing Shensi rhubarb.





Preparing to bulk cases of cardamons. On the right, the contents of the cases have been bulked.

THE LONDON DRUG MARKET

Sale Rooms in the Offices of Leading Drug Brokers.



"On the kerb" outside the London Commercial Sale Rooms.



PAINES & REID, of 29 Mincing Lane.



LEWIS & PEAT LTD., of 6 Mincing Lane.





Left, FRENCH & PLUCKNETT, of 29 Mincing Lane. Right, SLANN & DAVIES, of Mark Lane.





Above, a view in the Docks. Transporting wax from P.L.A. storage to transit sheds. Right, **DALTON & YOUNG** of 28 Fenchurch Street.





Above, on the left, a corner of the sale rooms of **HALE & SON**. On the right, examining dock samples of senna in the offices of **JOHN RONALDSON & CO.**, of Seething Lane.





Above, **EASTWOOD & HOLT** of Dunster House, Mincing Lane. Right, opening a case of senna pods in the South-Eastern Wharf, **BAXTER, HOARE & CO., LTD.**



SIX UNFAMILIAR VIEWS

A, the old stables in Wilton Mews. B, "The Grenadier," Wilton Mews. C, the steps leading up to Carlton House Terrace from Warwick House Yard. D, Chiswick village street and Parish Church. E, High Street, St. Giles, with the Church of St. Giles-in-the-Fields. F, the Thames from Chiswick Mall.











It is safe to say that practically all the scenes above, described in Mr. Ivimey's article opposite, are "unknown" to the majority even of Londoners.

Photos, W. T. Whiffen, and Humphrey and Vera Joel.

UNKNOWN LONDON

By *Alan Ivimey* Author of "The Romance of London," etc.

IF it is true, as Robert Louis Stevenson said it was, that it's not the people taking part in a procession who have the fun but the folk who look on, then it is equally true that the visitor to the Metropolis is apt to get far more enjoyment out of it in a few days than the average Londoner does in a year. Nor is this surprising, for the native spends most of his time either at his work or in going to or from it by routes as well worn as a rabbit-run, and does not get the habit of looking about him. Furthermore, seeing that London now comprises rather more than 600 square miles of houses, it can well be understood that most of it is "unknown" to any particular individual, whether inhabitant or visitor.

But in this great mass there are many morsels of interest, quite apart from the big "sights," and it is to one or two of these that I would like to draw your attention. I propose to take you, as it were, gently by the sleeve and lead you off, away from the noise and the bustle, to explore a few of those nooks and crannies, a little off the big, broad streets, which London keeps secretly for those who are really fond of her. All that is required in the way of prescription for our mild little expedition is a small quantity of ordinary, human curiosity and enough imagination to superimpose upon To-day some of the life of Yesterday; the mixture flavoured with the fascination of going round odd corners and peering through holes in walls.

Near Trafalgar Square

COME with me, then, to Trafalgar Square. We have our backs to Charing Cross Station, while Whitehall, with its Charles I statue, is on our left and the Nelson Column on our right. Standing near the kerb we are just about on the line of houses which used to form the street of old Charing village. Walk straight ahead to the Canada building at the south-west corner of the square and then cross over to the shipping offices which line that side of Cockspur Street. If you can tear yourself away from the model liners in the windows—and I confess I find that difficult—keep on towards the Haymarket for a few yards and, just after passing Norway House, you will find a very narrow entrance labelled Warwick House Street. I don't suppose that one in ten thousand who walk this busy way ever go down that street. At the end turn left, and you will find yourself walking on the cobblestones of another century across a curious stable yard. Right ahead is a flight of worn stone steps leading to a gap in an otherwise blank brick wall. Here we are, then, in a rather dreary-looking yard. One stride through that narrow gap and we are blinking in the wide space of Carlton House Terrace, one of the finest streets in London, with Gladstone's old house over there to the right. (There is a tablet on the front of it.)

Now the story of Warwick House Street is this. It began life as a field path from Charing village towards St. James's Palace or, perhaps, even earlier as a "common waye" as it is called in an old lease, to Eye Cross, a hamlet on the site where Buckingham Palace is now and where a bridge crossed the now vanished stream, the Tyburn. Then, about the time of James II, it became a regular street—on the edge of St. James's Park, which Henry VIII had enclosed as a game preserve. The gap in the wall we went through is about on the line of the old park wall. It took its name from Warwick House, the residence of Sir Philip Warwick, who was a staunch Cavalier, one of the bodyguard of Charles I at the battle of Edgehill and mentioned by that monarch on the eve of his execution in Whitehall as "a useful and honest man to me." After the Restoration Warwick was M.P. for Westminster and secretary to the Lord Treasurer. On his death the house was leased to the Earl of Sussex for £2 a year and, a century later, became the residence—one might almost say the prison—of the unhappy Princess Charlotte of Wales. At any rate, the gates of the courtyard were guarded by sentinels, and the Princess was dependent for exercise upon the Park, to which she had access by a door in the garden wall, perhaps the very one we have just used. Poor Charlotte, it was about the only pleasure she knew in that old house. She was still in her 'teens and was being kept from her mother by the Prince Regent—one of the worst fathers any girl ever had—for no other reason than that such a separation would hurt both women more than any other thing in the world. The girl plucked up the courage to run away one day and jumped into the first hackney carriage that she saw in Cockspur Street; but they brought her back again to Warwick House. I wonder if a very pale and gentle ghost sometimes haunts that doorway in the wall. . . ?

A Lost Village High Street

OUR next expedition is to seek and find the main street of an English village, lost—and badly mauled about—in the very middle of London. Take a bus up Shaftesbury Avenue and ask the conductor to put you down at the Princes Theatre, which is at the very top and almost in New Oxford Street. With your back to the theatre cross Shaftesbury Avenue at right angles and make towards the church whose spire you will see in the left distance. Here you are in High Street, St. Giles, one of the very first suburbs of London. If you look above the shop fronts you will notice that some of the houses are of the eighteenth century and just such as you may see in many a small country town.

The village of St. Giles-in-the-Fields took its name from a leper hospital founded here in the reign of King Stephen. When Henry VIII dissolved the monasteries—which supplied the country with hospitals, by the way—the lepers had to go, and, by the next reign, Elizabeth's, a prospering village had sprung up. The road in which you are standing was the main western road out of London (New Oxford Street being a modern short cut). If you look as you walk ahead you will see it curving round to the right, a typical winding village street, and it will lead you in a few yards to St. Giles's Circus, where Tottenham Court Road meets Oxford Street. The village pound, where strayed cattle were locked up, was about on the site of the Dominion Theatre. Here the old road forked, as it still does, one way making for Hampstead and the other for Oxford.

But the reputation of this lost village High Street has its sinister side. For centuries, every condemned criminal on his last outing from Newgate to the gallows at Tyburn (where Marble Arch is now) passed the way you have just taken, either dragged at the horse's tail on a hurdle—and the road surface wasn't good—or else

riding in the executioner's cart. But you may cheer yourself that you are not going further towards Tyburn than the top of the High Street, where, on the left, was a tavern called "The Bowl," at which it was the kindly custom for executioner and executionee to take a pint, or so, on their way to work. The present church, completed in 1734, still bears the name of St. Giles-in-the-Fields, and I have shown you what is left of the village. But of the fields I can show you nothing, for London swallowed them up years ago.

Old Barrack Yard

AT St. Giles's Circus you can jump on to a No. 25 bus and go to Hyde Park Corner in search of another fragment of "Unknown London." The bus puts you down near the top of Constitution Hill. Having made the perilous crossing to St. George's Hospital by way of the "island" which surrounds the Artillery Memorial, walk round the corner, keeping the hospital on your left hand. In a hundred yards or so you will arrive at a narrow lane on the left labelled Old Barrack Yard.

Turn down here and then sharp left and sharp right, and you will be going under a dark archway. Straight ahead is a quaint little row of minute houses which always suggest to me trivets and rag hearth-rugs, and called Phillips Terrace. At the end is another "hole in the wall," and when you have ventured through it walk six paces straight ahead, then stop and turn round to your right. You will see what might serve for an illustration to a Dickens novel. It is just a small, square inn under the sign of the "Grenadier," with a flight of stone steps leading up to a sawdusted tap-room. But, as you look, it seems that, at any moment, an ostler with a striped waistcoat of the coaching days will lounge out, straw in mouth, and look you up and down.

The "Grenadier" and Old Barrack Yard commemorate the barracks built close by in 1797. Originally intended for cavalry and infantry, the buildings seem to have been turned over to the latter, for, in Ruff's map of 1835, they are marked as "The Footguards' Barracks," and certainly the name of this handy little inn is very much of the "footsloggers." These barracks actually stood a few feet back from the site of the east side of Wilton Place, while St. Paul's Church stands on part of the old parade ground. In the "Grenadier" the soldiers who had seen service in the Peninsula and at Quatre Bras and Waterloo talked and laughed and quarrelled, but, when they mounted those stone steps, they did not look on to a mews as we do to-day but on to the open fields. There is a tradition that the Duke of Wellington himself stabled some of his horses in the yard next Phillips Terrace, and the whitewashed archway under which you walked is quite old enough to have seen the Iron Duke. He lived, of course, only just across the road from St. George's Hospital at Apsley House, which is there yet.

Make your way back to Hyde Park Corner by turning your back on the "Grenadier" and walking along the mews to Wilton Crescent. There turn left and first to the left again into Grosvenor Crescent, which will take you back to the hospital and buses to anywhere.

Chiswick by the River

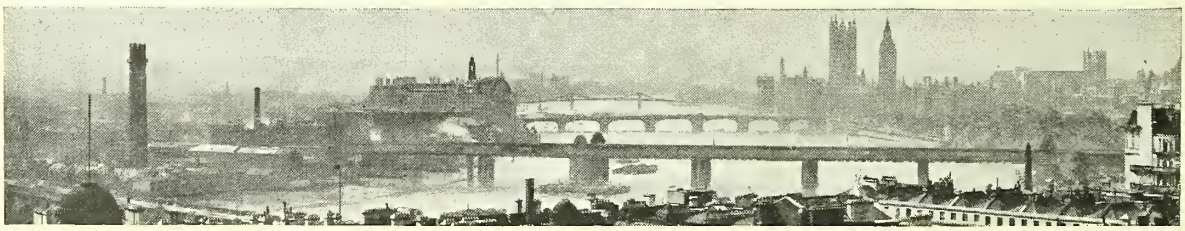
FROM Hyde Park Corner, or from Piccadilly Circus or Charing Cross, you can get a No. 9 bus which will put you in the way to find yet another of London's "Lost Villages." Take a ticket for Hammersmith Bridge and get off just before the bus goes over it. Cross the road and you will find yourself close to the waterside. This is the beginning of a pleasant walk of a mile or more along Hammersmith Mall, in one of whose houses William Morris set up his Kelmscott Press. They say he used to make the journey from his beloved Kelmscott, in Oxfordshire, all the way here by boat, for the Thames flows close to both houses. All the way of this walk you will be following the course of the Varsity Boat Race, though the river is hidden every now and then by buildings. One of these, "The Doves," is a famous landmark in the race and has a small vine-covered terrace, overlooking the water, which is certainly unique in these parts. By way of the bridge over the Ravensbourne and past the end of Hampshire Hog Lane you come at last to the open waterside once more and the handsome houses of Chiswick Mall. At the end is the Parish Church, and here you round a corner and find yourself in an unmistakable English village street. It is shaded by green leaves about its few mellow walls, and on the right is a white-boarded house, formerly the village inn.

The church has a tower dating from the Wars of the Roses and a great many memorials along its walls. Among these is one to Sir Thomas Chaloner, an Elizabethan courtier of considerable brilliance who seems also to have been something of a chemist. He wrote and published "A Short Discourse of the Most Rare Vertue of Nitre" and was the first man to discover the existence of alum in English soil. He also provided some "rare fireworks" to amuse James I.

In the churchyard there lie two women of the same century, though strangely apart in everything but death. One is Mary, Countess of Fauconberg, who was Oliver Cromwell's third daughter; and the other is Barbara Palmer, Duchess of Cleveland, probably the most fascinating of all Charles II's pretty, witty ladies. The parish records throw some light on the life of this aged village. For instance, there is mention of "Boat-hier for to take the children to Fulham to be Bishoped." Nowadays the candidates for Confirmation would not dream of hiring a boat to carry them, but this particular entry is a reminder that, till the beginning of the last century, the state of the roads round London was usually so dreadful that it paid handsomely to go by water whenever possible. Every now and again in these old records we find sums of money entered by the churchwardens for "Our dinner when we went to take our oathes." These Chiswick men must have done themselves well on such occasions, and in one instance the vicar has added, tersely, beneath the entry, "Here they eat too much."

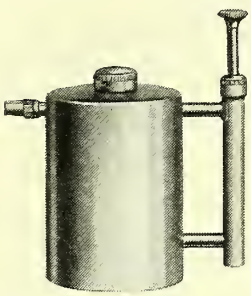
Chiswick village has always been such a pleasant place that when it was still unconnected with London all sorts of notable people used it as a country retreat. Hogarth's House is still preserved as a museum, and there are memories too of Garrick and Dr. Johnson. But the village's chief association is with the river and, till a few decades ago, most of its men were fishermen who netted the Thames for a living. The quickest way back is to go straight up the street away from the water, turn left and then right and so down a straight, gloomy road in amazing contrast and nearness to what we have just left, to the main road for Hammersmith.

A last word before you set out on these short and trivial travels. Do not expect to find anything sensational. But if you go in an easy frame of mind and with no need to hurry I think you will find something worth seeing. And, if you follow the directions, you need have no fear of getting lost.



Trade Notes

LAMBERT PHARMACAL CO., 38 Standard Road, Park Royal, London, N.W.10, inform us that from July 1 they are assuming complete control of the distribution of Listerine products.



SILK'S TOILET CO., 8 Red Lion Street, Holborn, London, W.C.1, are the suppliers of the Preemo spray illustrated herewith. This all-metal apparatus is practically everlasting ; it gives a good spray such as is required with air purifiers, setting lotions and so forth. It can be manipulated with one hand. There are two models available ; the one is nickel and the other chromium-plated.

EDWARD TAYLOR, LTD., The Nobel Factory, Monton, Eccles, and 21 Ely Place, London, E.C.1, point out that their designation is "manufacturers of medical and surgical plasters," not as printed in our issue of June 17.

WHITAKER & CO. (KENDAL), LTD., dye specialists, Kendal, are conducting a children's painting competition as part of the publicity scheme in connection with their well-known preparations. The manner in which chemists obtain bonus prize goods is explained in the latest edition of the company's price list.

CASH REGISTERS.—The demand for the Monarch register of G. H. Gledhill & Sons, Ltd., Halifax (which adds up the cash and prints both sub-totals and grand total), has taxed the capacity of the works to the utmost and the employees have been working overtime for several months.

A SHAVING BRUSH DEVELOPMENT.—Hard rubber setting for the hair in shaving brushes has been successfully employed in the U.S.A. for many years, the usual British method of setting with a resinoid mixture being unsuitable for the climatic extremes of heat in that country. Numerous efforts have been made to popularise the American brushes in this country, but they have not captured British taste. Britton, Malcolm & Waymark, Ltd., 38 Southwark Bridge Road, London, S.E.1, have drawn our attention to a new brush, known as the Perfix, which they have placed on the market. In this instance the hair is vulcanised into a bakelite collar, and the setting is unaffected by boiling water or dry heat. The collar is then screwed and cemented into a handle of any shape or colour, leaving a small collar or ring. The handles are made from a special non-splitting material of a pleasing white appearance, which is completely non-absorbent and impervious to heat, or to extreme dryness—so fatal to bone ones. The brushes are available in a wide range of sizes, and a highly attractive showstand has been designed for displaying them.—Mr. F. C. Field, who is well-known in the South-West of England, has joined the company's staff and will represent them in that area.



ABOVE IS ILLUSTRATED THE NEWEST SHOW MATERIAL, TRIAL CASE AND ROUGES WHICH ARE BEING OFFERED BY PARFUMERIES DE PARIS, LTD., ACTON, LONDON, W.

SAVILLE PERFUMERY, LTD., Watford, have introduced a new size of June beauty powder.

THE CHEMISTS' EXHIBITION is to be held in the New Hall of the Royal Horticultural Society, London, S.W., from September 25 to 29. Particulars of the space still available may be obtained from the organisers, The British & Colonial Pharmacist, Ltd., 194 Bishopsgate, London, E.C.2.

DRIED MILK in bulk quantities can be supplied by Prideaux's Ltd., Motcombe, Shaftesbury. Chemists, wholesale or retail, who may wish to pack this, or other milk products which the company offer (a list is given in their advertisement in this issue), should write for quotations and samples.

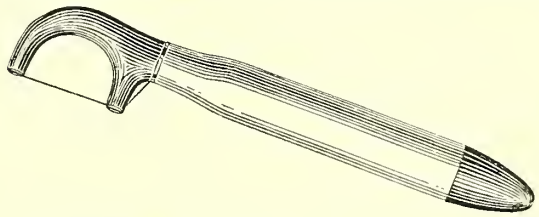
ANNUAL OUTINGS.—The following wholesale houses have informed us that owing to the annual staff outing their premises will be closed on the date mentioned:—

Carnegie Brothers, London, N.1, June 24.
C. J. Hewlett & Son, Ltd., London, E.C.2, July 1.
Meggeson & Co., Ltd., London, S.E.16, June 24.

CLOSED FOR STOCKTAKING.—We understand that the following wholesale houses will be closed for stocktaking on the dates mentioned:—

Burgoyne, Burbidges & Co., Ltd., London, E.6, June 30.
Francis Newbery & Sons, Ltd., London, E.C.1, June 28 and 29.

DENTAL FLOSS.—Durham-Duplex Razor Co., Ltd., 72 Arundel Street, Sheffield, are the distributors in this country of the dental floss holder shown in the accompanying illustration. A reel of the silk is inserted in the handle portion of the "flosser" and threaded across as illustrated. Refills can be supplied.



COATES & COOPER, LTD., 94 Clerkenwell Road, London, E.C.1, have drawn our attention to two new introductions—namely, Ergocholin and Angiolysin—of Dr. Joachim Wiernik & Co., Berlin. Both preparations are the outcome of recent research work on cholin substances, and extensive medical propaganda work in connection with them is to be undertaken during the next few weeks. Ergocholin is issued in tubes of 20 tablets, and Angiolysin in tubes of 25 tablets.

EASTERN FOAM.—The British Drug Houses, Ltd., Graham Street, City Road, London, N.1, have lately brought out their new Eastern Foam vanishing cream. It is available in jars, tubes, and a small trial size. Among the special points to be noted in connection with the product are:—It is an entirely new cream, the result of expert research extended over more than a twelvemonth ; special attention has been given to the keeping quality of the cream, which will always remain fresh ; the new packing is extremely attractive ; the retail price of the tube has been reduced, thus making it a popular line with which the chemist can compete against the cheap stores ; finally, there is an even better profit than before, especially when advantage is taken of the display terms. A national advertising campaign is to commence on July 17, and there is plenty of material available for chemists who wish to link up with this publicity.

Telegrams: "Atoleine Sedist, London."



Telephone: Bermondsey 1141

John Bell, Hills & Lucas Ltd

LOTIL (Regd.)
SUNBURN CREAM

A preparation of Colloidal Calamine and Witch Hazel
Send for free sample and particulars

Oxford Works, Tower Bridge Road, London, S.E.1

THE
'FAIRCHILD'
HIGH-CLASS
DIGESTIVE FERMENTS
AND
PREDIGESTED FOODS
'PANOPEPTON,' 'ZYMINE' PEPTONISING TUBES, 'PEPSENCIA,' PEPTOGENIC MILK POWDER, etc.

Originated and Manufactured by
FAIRCHILD BROS & FOSTER (Inc. N.Y.)
New York. 65 Holborn Viaduct London, E.C.1
Agents—BURROUGHS WELLCOME & CO.
London, Sydney, Cape Town.

KEEN BUYERS KNOW

It pays to push "Nostroline." Where else are BIG SALES and GOOD PROFIT on an ETHICAL PRODUCT backed by such continuous FRONT RANK NATIONAL ADVERTISING?

Order 3 doz. "Nostroline" display parcel 11/3 per doz. carriage paid.

MATTHEWS LABORATORIES LTD., CLIFTON, BRISTOL. 8

PATENTS & TRADE MARKS

THERE are many worrying difficulties to be overcome in connection with the Registration of Trade Marks and the grant of Letters Patent which members of the Retail and Wholesale Drug Trade can avoid by consulting efficient agents, who would undertake all the trouble for an inclusive fee and obtain protection in the United Kingdom and abroad. Advice in the first instance free. Pamphlets gratis.

REGINALD W. BARKER & CO.
56 Ludgate Hill, London, E.C.4

Transparit

THE TRANSPARENT WRAPPING MATERIAL

Insoluble, Odourless, Non-injurious. Colourless and Coloured, in Sheets, Bags, Envelopes and Discs. ASK FOR SAMPLE.

SIER, VOSS & TOMES, 11b Upper Thames St.
'Phone: Central 9677. LONDON, E.C.4.

Felsol (Regd.)
for
Asthma

Continuous Propaganda conducted with the Medical Profession.

P.A.T.A. terms upon request.

BRITISH FELSOL COMPANY, LTD.
15, CAROLINE STREET, LONDON, W.C.1

EPHAZONE TABLETS
Regd.
FOR ASTHMA AND BRONCHITIS
Now available for N.H.I. DISPENSING.

Please order supplies from your usual Wholesaler. Stocks carried for immediate despatch.

The Ephazone Company,
179 Piccadilly, London, W.1 Tel.: Regent 5311-12

A NEW SPECIFIC AGAINST
MALARIA

"TEBETREN"

ENSURING A
SPEEDY CURE
AND ABSENCE OF RELAPSE

"TEBETREN" is a scientific remedy consisting of salts of quinine alkaloids which have been so treated with a combination of acridine and the active principle of bile salts as to be rendered at least 50% less toxic than ordinary salts of quinine.

"TEBETREN" is indicated as *prophylaxis and cure in all forms of Malaria.* The rapidity of the action of the remedy in comparison with plain quinine has been proved by clinical evidence.

"TEBETREN" against Malaria means **Internal Disinfection.**

"TEBETREN" does not pigment the skin or cause cinchonism.

"TEBETREN" is manufactured by Howards & Sons, Ltd. (Estab. 1797), of Ilford, London, for the Proprietors,

CHEMOPHARM, Ltd., 58 Victoria St., London, S.W.1

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

H/206. Abraham health machine
W/206. Marko manicure outfit
B/196. Menastha
T/166. Orapain tablets
S/206. Pareine tablets.
E/206. Parathyroxia digestive compound
B/206. Parazone emulsion chloroform

THE
CHEMIST AND DRUGGIST
VOL. CXVIII. JUNE 24, 1933 NO. 2785

At the Centre

LONDON, at all times the centre of attraction for people of British birth, is especially so for pharmacists and other members of the drug trade at the present time, with the Economic Conference in progress and the meeting of the British Pharmaceutical Conference to take place soon. For this reason a considerable part of our available space in this Special Issue is devoted to various aspects of the Metropolis that appeal chiefly, among many that might have been selected, to readers of THE CHEMIST AND DRUGGIST. First of all, we may regard it as the drug centre of the world. As such it has two phases—importation and distribution—and each of these is set forth in an article, "London, the Drug Centre of the World" (pp. 698–705), descriptive of the Port and the Mincing Lane trade respectively. A tour of the docks, where bulk quantities of drugs from all parts of the world are landed, and the riverside warehouses in particular, where the examination, sampling, grading, repacking and dispatching take place, cannot fail to be of absorbing interest. The huge quantities handled and the diverse character of the drugs in the stores are two of the most striking features. The international drug trade carried on in Mincing Lane, founded some centuries ago, continues to maintain its unique position as the world-centre of commerce in these commodities. Business in "The City" has undergone changes, and like all other trades has experienced difficult times during the past few years; but conditions now show appreciable improvement, with brokers and merchants ready to play their part in a revival of world trade.

Manufacturers and Distributors

From distribution we turn, by a natural transition, to manufacture; and in this connection we may refer for a moment to an article that appeared in our Special Issue of July 26, 1913 (the jubilee year of the Conference), an article probably remembered by many of our readers. Its ground-plan was historical: we had ascertained that fifty well-known wholesale houses in existence in 1863 were represented in 1913 by thirty-three businesses, and we gave in outline the history of each. To bring that record to date and to add to it, with the collaboration of the manufacturing and wholesale houses concerned, has been a pleasant task, the results of which will be found, under the general title "London Pharmaceutical Industry," on pp. 667–697. Not less far-reaching than the changes in manufacturing processes in recent years are the changes in hospital dispensing, affecting, as they do, vast numbers of people. Mr. Herbert Skinner has taken a "busman's holiday" among these institutions, and has given us the result of expert observation of his hospital colleagues' arrangements under the heading "The Hospital Pharmacy" (pp. 712–719). Yet another aspect of the Metropolis is disclosed in "Unknown London," by Mr. Alan Ivimey, who discourses pleasantly (pp. 707–708) on byways outside the experience of the majority of our readers.

The Practical Touch

On the practical side we have an article by an expert on "Perfume Synthesis" (pp. 720–722), the nature of which is indicated by its title. One point is the growing use of industrial spirit in perfumery: our expert gives indications of right ways of blending when industrial spirit is an ingredient, and thus helps the alert chemist to evolve his own special perfumes and toilet goods. Pictorially, this Special Issue will, we trust, be found equal to any of its predecessors. The longer articles have suggested illustrations many of which appear in photogravure. Closely associated with these is a reproduction (p. 665) of Murray's "The Laboratory," an engraving published in 1842 after W. Hunt's painting of the "laboratory" behind the old shop of John Bell & Co., in Oxford Street, near the Circus. The picturesque disorder shown was entirely the product of the artist's imagination: it would never have been tolerated in any part of the John Bell premises, and was, we have been assured, the cause of some annoyance at the time of its first appearance. Good examples of colour work will be found on the cover and in the advertisement section: in that section photogravure has also been used, and the collective announcements of the numerous manufacturing and distributive houses afford, as is usual on these occasions, a good guide to the large and the small buyer.

Pitfalls in Pliny

A VALUABLE monograph on the botanical terms found in Pliny's "Historia Naturalis" has been contributed to the Kew "Bulletin of Miscellaneous Information" (No. 1, 1933, p. 30) by Dr. T. A. Sprague. The early herbals, Dr. Sprague points out, drew largely on Pliny as well as on Dioscorides; thus the collation of botanical terms used in the Natural History becomes a task of great importance, primarily from the point of view of terminology, and also from the more general standpoint of intelligent readers who wish to understand what they read. The Latin edition by Harduinus, published in Paris in 1723, has been selected by Dr. Sprague as the best—and incidentally he remarks that the English translations are not very satisfactory: his monograph consists of a glossary with references, preceded by a brief introduction. Some of his observations have all the charm of facts freshly discovered or hitherto overlooked; for instance, twelve of the words listed are used by Pliny only in non-botanical senses. The word with the largest number of meanings is probably "calyx," to which no fewer than a dozen separate equivalents are assigned: it can easily, to modern eyes, mean the corona of *Narcissus*, but it also means the fleshly outer pericarp of *Juglans regia* and the outer covering of a charcoal heap. "Genus," with Pliny, sometimes stands for "species," though this use is not reversible. Again, he has "tuber," a neuter noun with a long "u" and four meanings, and "tuber," a noun either masculine or feminine with a short "u," representing an African fruit tree and its fruit. Students of botany will await with interest the author's further studies on similar lines.

PHARMACIES OF SEVEN GREAT LONDON HOSPITALS

Notes on Dispensing and Medical Supplies in St. Bartholomew's, Great Ormond Street Children's, London, Middlesex, Royal Northern, St. Thomas's and University College Hospitals illustrated with Special Photographs

BY

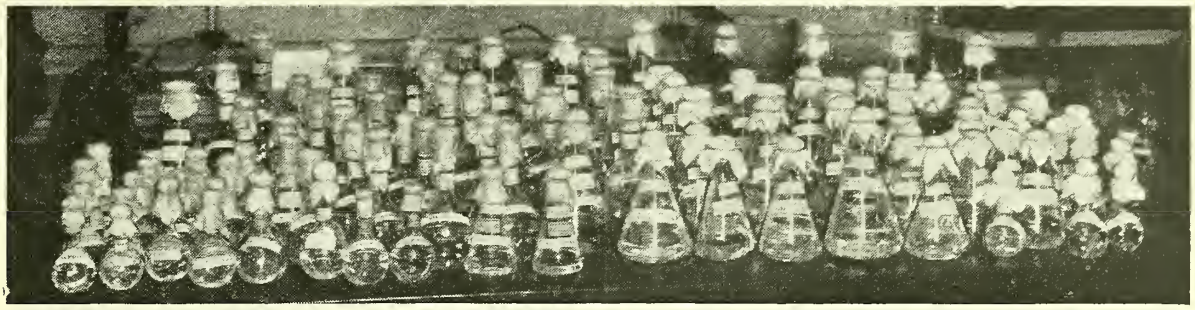
HERBERT SKINNER

Pharmaceutist, Royal Northern Hospital, Past-President of the Pharmaceutical Society, and Past-Chairman of the British Pharmaceutical Conference

THE professional practice of pharmacy in Great Britain is well illustrated by what is termed the voluntary hospital system, in which the pharmaceutical units have an individuality worthy of closer exposition. The frequency of applications from young qualified pharmacists for possible vacancies where their technical training can be exploited readily lends strength to my case. In retail trade economic necessity has developed a diversified distributive business which tends more and more to obscure the opportunities for professional practice. While we may be sometimes disturbed by this outgrowth of pharmacy, it is essential to keep in mind that the nucleus is pharmacy in public expectation, and we should not let it be smothered by the too obvious display of things having only a remote connection with our profession. Packed pharmaceutical preparations under branded names have grown enormously and have invaded the preserves of consultant physicians, making it easier for them to prescribe something not always obvious under the brand or the name. The disease has penetrated hospitals through the same channel, and it may be that the pharmaceutical department of these institutions is the last redoubt which is capable of resisting this subversion of practical pharmacy. It is possible that the British Pharmacopœia, 1932, has struck the first blow for dealing with pharmacy rationally to meet the modern methods of treatment; and if the promised British Pharmaceutical Codex can drive home this practical side of pharmacy, we shall be well on our way to recover some of the lost ground.

The Dispensary.—The first important section in any such department is the dispensary; it cannot be too strongly impressed upon the mind that "the dispensary," though the origin and even the nucleus, is but a section of a department, and it is quite a misnomer to apply a sectional name to that of which it is a part. The title was, and is to some extent now in small hospitals, a true one; but in no reasonably large institution can the name be justified. The notice posted up in most hospitals "To the Dispensary" merely indicates the place where prescriptions are made up and handed out to patients or their representatives. One obvious end-function of the pharmaceutical department is the dispensing of medicines prescribed by the medical staff for in- or out-patients as the case may be; but that which is not so obvious has assumed such value in the treatment of the sick—based on right diagnosis and dependent more and more upon *x*-rays—that it threatens to thrust into a smaller place in our activities the dispensing of medicines. Accuracy in result of diagnostic fluids is built not infrequently on methods of preparation, while safety is almost entirely dependent on knowledge and care in fulfilling the requirements of the diagnostician. There is no stereotyped form of a dispensary, but each bears a close relationship; whether 200 prescriptions or 1,000 a day are dispensed, it resolves itself into a question of making each distributing hatch or window as complete a unit as possible so as to facilitate the work of the pharmacist dispensing the medicines. To illustrate the point one hatch in the Royal Northern dispensary is shown: the ex stock solutions did not come within the scope of the camera, which therefore shows only the frequently required galenicals seen on the shelves. Each dispenser at the respective hatches has grouped there the galenicals experience has taught will most likely be required. The dispensary of the Prince of Wales's Hospital, conducted by women (chief pharmacist, Miss E. Hodgkinson, president of the National Association of Women Pharmacists), is seen on another page; it shows part of a series of hatches. The dispensary is a new one, built to meet the needs of rapid dispensing, a series of stock solutions and mixtures being within easy reach, which materially reduces the fatigue arising from walking varying distances where medicaments are widely scattered. The hatch shown in the Hospital for Sick Children, where Mr. J. Wycliffe Peck is the chief, is the simplest form. Here, obviously, it is the parent or responsible person who comes to the hatch for the medicine. There are four similar hatches with the frequently needed supplies, measures, sink, label drawers, tablet-boxes and such-like necessities. There is in this hospital a special hatch for whooping cough cases. Other hospitals have their children's section, but unless it is large the children are usually served at the same window as adults. The dispensary of St. Bartholomew's (where the chief is Mr. F. W. Searle) shows several hatches and quite a number of gadgets to save labour. It is a fine illustration of the distribution of medicines to out-patients in the larger hospitals. The Middlesex reproduction (Mr. S. H. White, chief pharmaceutist) illustrates the reserves for dispensing mixtures recognised by the staff in the hospital pharmacopœia. The last of the dispensaries is a small section of the new dispensary of St. Thomas's Hospital, where Mr. C. Wilson Peck, the chief pharmaceutist, devoted considerable thought to reproducing the best form for dealing with 1,300 daily prescriptions. There are seven hatches of this character, and it undoubtedly in equipment, fittings, lighting and appearance represents the highest development we have thus far reached. The illustration is expressive of the purpose and utility.

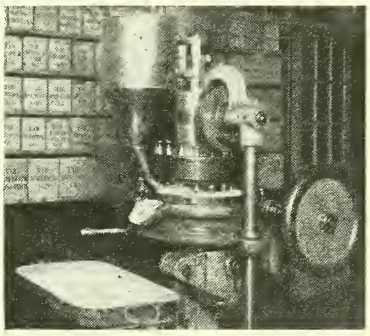
For Out-Patients.—Out-patients' requirements are varied; anyone examining the list of clinics in any general hospital is soon aware that the term "clinic" frequently means departmentalising in the dispensary which modern medical treatment or diagnosis is raising to a fine art. It is not surprising, therefore, to find provision made for ophthalmic dispensing, skin diseases, tuberculosis, ears, nose and throat, venereal diseases and so on, as in several instances general medical treatment may be going on at the same time, and if there are not special times provided differentiating clinics there will be overlapping and frequently waste of energy. Where the demands require



A portion of the sterilised solutions prepared by the dispensary to meet daily needs



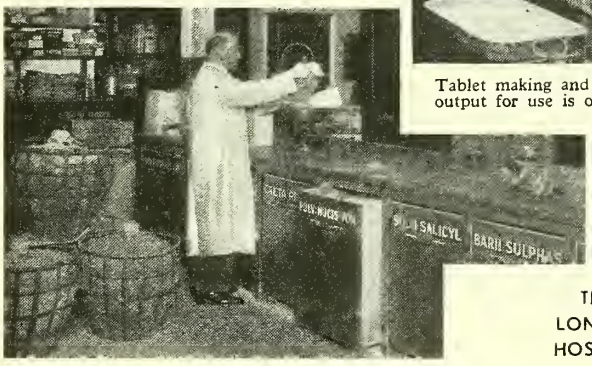
Section devoted to the preparation of solutions and mixtures



Tablet making and storage; the annual output for use is over 1,000,000 tablets

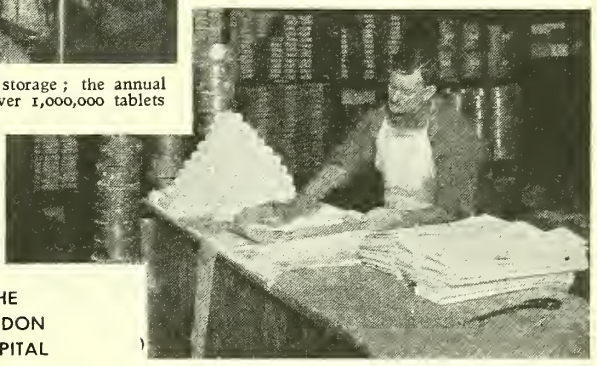


General view of steam pans and still



Part of the main store from which drugs are issued to the dispensary and laboratories

THE LONDON HOSPITAL



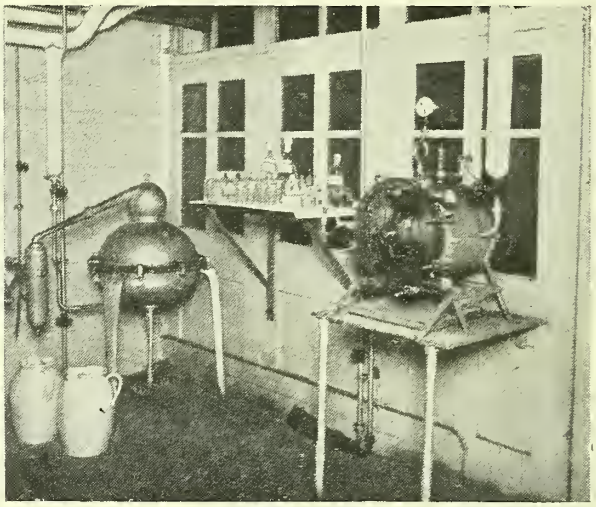
The making of plaster of Paris bandages; 16,000 yards are used annually

it we have special space allocated for particular jobs, as modern Governmental interference has penetrated even into the pharmaceutical departments of hospitals. As Mr. Wycliffe Peck writes on the special needs of the Hospital for Sick Children: "There is a special counter for dispensing powders, tablets and similar things, while another with marble slab is given over to preparing the ointments other than frequently used Pharmacopœia formulas." Here we have also the booking up of "dangerous" drug prescriptions and filing of ward requirements in the same line; these must be kept two years, and involve other necessary clerical work.

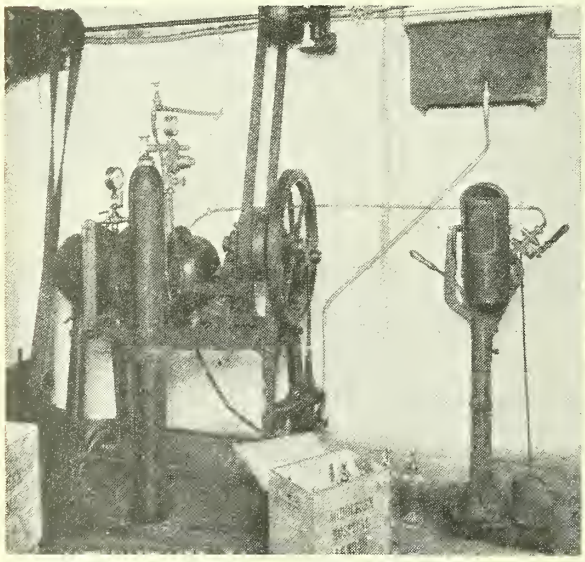
The Wards.—Probably, next in amount to out-patient requirements come needs of wards and operating theatres. Hospitals have their different methods, but broadly speaking, the junior nurse in each ward or theatre collects all the case papers where renewal of medicine is required, with the necessary bottles, the stock containers for lotions, or any stock renewals; she may or may not enter them in the stock request book according to the system employed, but in each case puts them outside the ward or theatre for the dispensary porter to collect, usually at a stated hour. As a rule, renewal of medicine must be indicated after a period of days varying somewhat in different hospitals. Owing to the house staff visiting in the morning and varying the prescriptions, there is frequently delay and unnecessary running about of the nursing staff for these variations. The members of the honorary staff sometimes visit in the morning, but more frequently in the afternoon. When renewals take place in the mornings, they are dealt with in that session, but new orders await a second delivery in the late afternoon. The baskets are collected in the morning and delivered by about 2.30, though where in-patient numbers warrant special arrangements provision is made for independent filling of the requirements and the time-table is different. New prescriptions only are brought down by the nursing staff and delivered (in one case from the dispensary between 5 and 6 o'clock). Provision is made for urgent medicines at all times, but care must be observed to see this is not overdone, as the term "emergency" is one easily exaggerated in hospitals as in other places. In the case of the Royal Northern there is shown a trolley just arrived and being unloaded bearing containers for



Out-patients' department showing Sankey autoclave



High-pressure steriliser; on left a steam-jacketed still

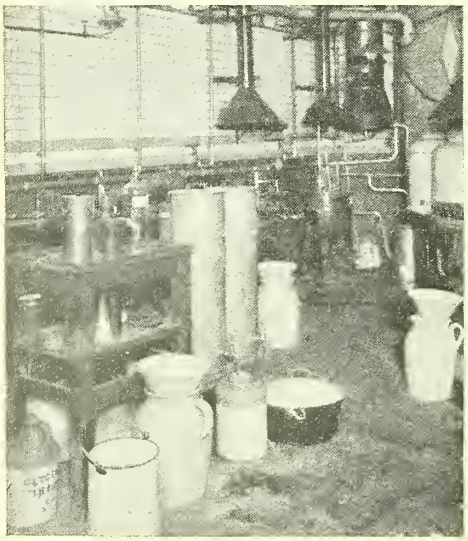


Aerated water machines; output, one gross of syphons per hour

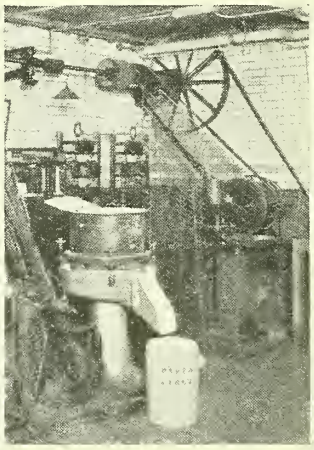


MIDDLESEX HOSPITAL

Out-patients' dispensary

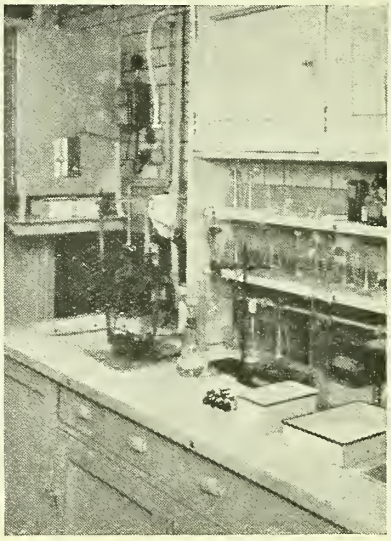


Manufacturing laboratory showing percolators, steam pans and still

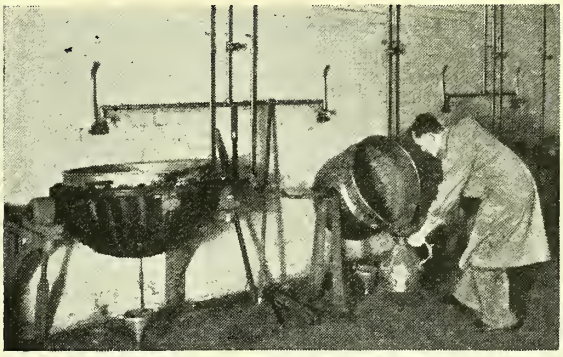


Mixing and tablet-making machinery

UNIVERSITY COLLEGE HOSPITAL



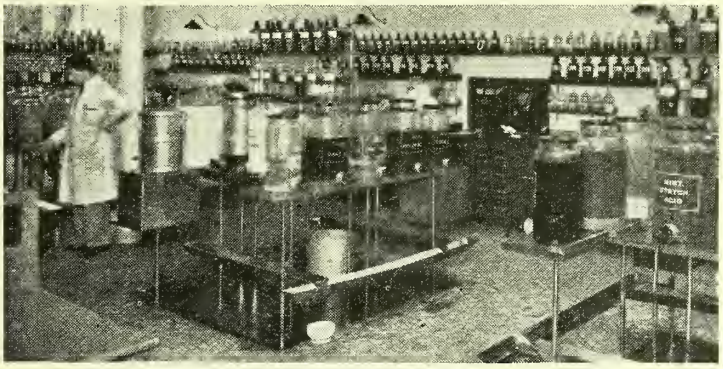
Sterilising room with thermostatically controlled electric oven



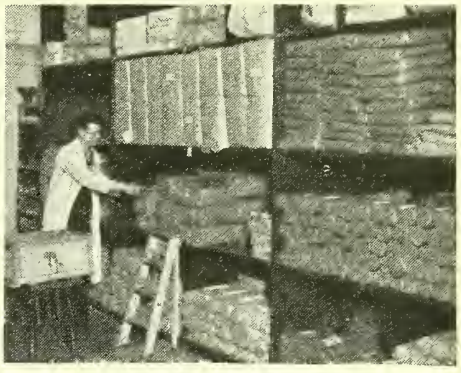
Steam-jacketed boiling pans in the pharmaceutical department



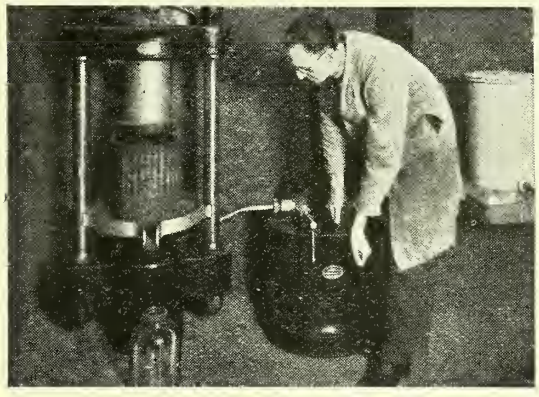
A corner of the pharmaceutical laboratory showing an automatic water-still and storage tank for distilled water



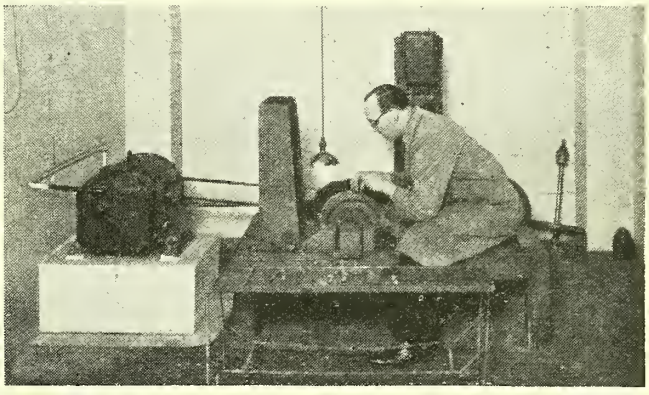
A general view of the main dispensary



A part of the surgical dressings store



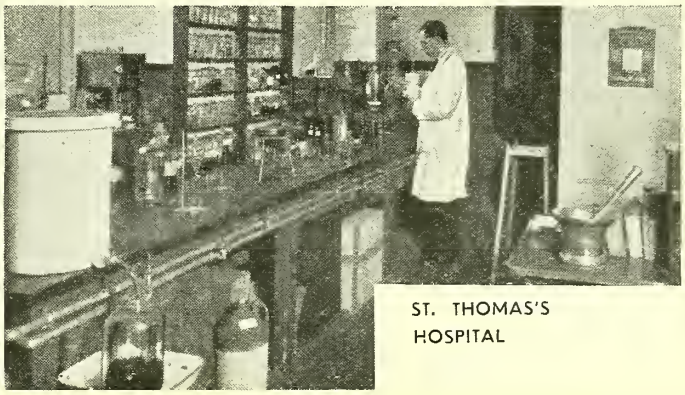
A tincture press



Sharpening scalpels in the surgical instrument department



An ointment mill

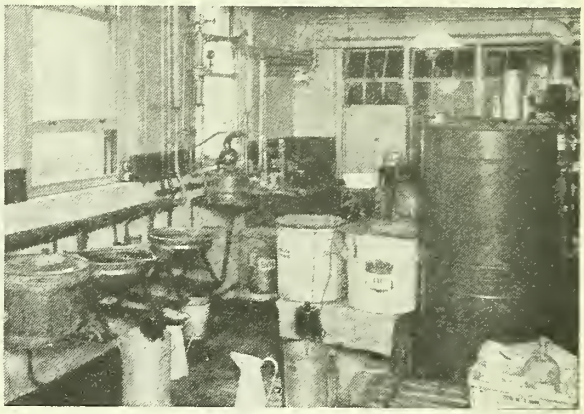


ST. THOMAS'S HOSPITAL

Assaying tincture of belladonna in the pharmaceutical laboratory



The compounding laboratory for making the dispensary requirements



A corner of the laboratory showing steam pans, alcohol recovery still, testing bench, etc.



A close view of intravenous solutions ready for emergencies

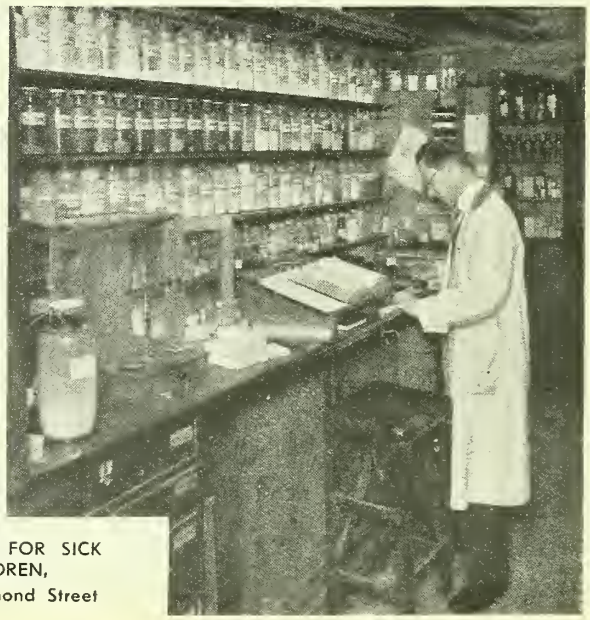


View showing, left, the compounding department and laboratory, and right, the manufacturing laboratory



One of the out-patient windows

HOSPITAL FOR SICK CHILDREN,
Great Ormond Street



Dispensing counter for powders, tablets, etc.

renewals ; in the case of St. Bartholomew's we have them ready for delivery back to the wards. Incidentally, the photograph of the latter shows quite a number of steam-jacketed pans for preparation of galenicals dealt with in other reproductions. Methods differ on the question of renewals of stocks. The best I have seen is that employed in some leading American hospitals, where admitted stock solutions are put up, duly labelled and kept in suitable divisions in a large store. Each morning collection is made from the wards and theatres, and replacement carried out quickly and simply, the empty containers being returned to the wash place and passed back for refilling and storing by the storekeeper, who may or may not be a pharmacist but has a pharmacist to supervise. A modified form is seen in several large institutions in this country ; but generally speaking hospital architects have little knowledge of the needs of the pharmaceutical department of an institution to meet the daily requirements of wards, surgeries and theatres, and hospital governing bodies leave the pharmacist to work out his own salvation in fulfilling the multifarious demands of the institution. There is urgent need for a greater amount of space being allocated to the needs of the department in order to facilitate the work and remove all possible complaints without delay. Even in the inquiry about out-patient waiting the plaint often centred round the dispensary when the cause lay elsewhere, and even if the dispensary could be dragged into it the cause was easily explained by lack of space for adequate preparation beforehand or lack of adequate number of staff. I am convinced from experience that fully and completely carrying out the plan seen in several American pharmaceutical departments of hospitals is one of the most efficient methods of conducting the supply of stocks for wards, surgeries and theatres. Moreover, I believe that our teaching hospitals could develop a technique on what is necessary for stock which might be universally accepted, as the young qualified house physician or surgeon has not the foggiest notion of what is necessary, and frequently causes heart-burning over demands for things quite unnecessary which leads to waste.



The reconstructed dispensary of the Prince of Wales's Hospital

As I have already made clear, the original idea of a dispensary was a place where medicines were dispensed and differed from no other such place ; but that purpose is dwindling. The technique and knowledge now required is for the much more important sphere of accurate diagnosis and skilled surgical methods of these modern days. Greater and closer co-operation between the chief of the pharmaceutical department and the chiefs of others is taking place to the advantage of everyone concerned, and it is to the credit of the Pharmaceutical Society's Council that it has appreciated a wider sphere of usefulness for the pharmaceutist in hospitals by providing training examination and diploma in biological analysis, analysis of food and drugs, and (may we hope?) soon such pharmacology as is within the compass of a pharmacist to make the chief, at least, a valuable adjunct to the practising physician.

The "Lab."—The next point of interest is the centre usually termed the "lab.," but that largely covers the manufacture and preparation of solutions, lotions, mixtures to ease the pressure during rush hours, galenicals, tablets, ointments, pharmacopœial or special, and the numerous things which experience has taught it is economical to prepare. Attention has already been called to the battery of steam pans at St. Bartholemew's. In those of the Hospital for Sick Children we have sections of the laboratory showing steam-jacketed pans for boiling and evaporating, an alcohol-recovery still, two electric emulsifiers with motors above the apparatus. In the London Hospital (with Mr. J. B. Elgar as pharmaceutist, and Mr. C. H. Sykes, Ph.C., who is in command on the technical side), we have the steam pans with the necessary storage containers. In the case of University College Hospital (whose chief is Mr. H. Davis, B.Sc.) one reproduction shows an ointment mill and powder mixer, a second with stills, pans and receivers of galenicals. In another there is a disintegrator and a reduced pressure still. In the case of St. Thomas's Hospital we have a tincture press being operated, a runner mill for ointments, a powder mixer and a battery of jacketed pans ; and in the case of St. Bartholomew's, we have not only the pans, ointment mill, percolators and stills but also the method of assembly of the products for use in the dispensary and other departments. In my address at the British Pharmaceutical Conference at Aberdeen I gave in rough outline some of the requirements of the modern dispensary of hospitals. The point is well confirmed by these photographic reproductions of typical institutions in London. It should not be thought that every pharmaceutial department is equally well equipped. After all, it is the demand in these cases which creates supply, and it is economical to equip manufacturing laboratories wherever the demand is great enough to warrant the initial expenditure. In all the large provincial centres we have some such equipment, but as the size of the hospital dwindles it becomes a question of economics whether it is better to buy bulk lines or manufacture. Generally speaking, there is an economic limit which the pharmacist soon finds out. If the pharmacist buys, then in the interest of the hospital he cannot evade responsibility and must test his purchases even as the chiefs of the teaching hospitals test the products of their own laboratories. Each pharmacist, as a rule, has a private laboratory for analysing and checking material quite apart from that done in the general laboratory.

A corner of the dispensary of the Middlesex Hospital is shown, where we see an autoclave in the corner with dispensing balances and the method of storing poisons, the automatic telephone being for internal use. Behind one of the balances a set of books is the nucleus of a reference library. The laboratory in St. Thomas's Hospital shows where testing is done ; owing to the forethought in planning, work can be carried out here without the analyst being disturbed—a most necessary condition. Another part of the working laboratory shows a still and storage vessels for lotions. One would naturally expect in such a large institution as London Hospital special sections for all work that can be sectionalised. Thus where, in some dispensaries, the dispensers take turns in



Laboratory, showing flasks awaiting cleansing, refilling and sterilising



General view of the pharmaceutical laboratory



One of the out-patient windows



Battery of steam pans and grinding mill



Part of the renewals of stock

ROYAL NORTHERN HOSPITAL



ST. BARTHOLOMEW'S HOSPITAL

Part of the dispensary

making solutions and mixtures for dispensing purposes, we have here a section set aside and storage for such preparation. In the other reproduction we have what Mr. Elgar explains as the main store from which drugs and chemicals are issued to the various sections of the dispensary and scientific laboratories. The square bins shown are on runners holding the bulk material from which supplies can be used or issued. The other picture illustrates the tablet section. The machine is a rotary one and of silent working; the method of storage shown is certainly a very effective one for dealing with the range of varieties, the turnover being a million per annum.

Sterilisation.—The preparation and sterilisation of solutions for wards, operating theatres and radiological departments for hypodermic, intravenous, and for diagnostic purposes has undoubtedly become one of the most important operations in the pharmaceutical department. The publication of the British Pharmacopœia has focussed attention on many of these solutions, and especially stirred up an interest in sterilisation of various injections. That is all to the good. The most convenient method where stocks can be accumulated still remains tyndallisation, as the apparatus can easily be kept down to a low-pressure steriliser. Unfortunately this cannot always apply, and suitable but inexpensive autoclaves are now available. Efficient glass stills for double-distilled water, easily cleaned and easily worked, are now quite common. We have several reproductions showing the method of approach by the pharmacist to meet this modern phase, his preparations, storage, and the meticulous care employed. It is all the more necessary in this section to be as absolutely sure of oneself as possible, as the most carefully planned sterilisation may easily become vitiated in the usage, and that is something beyond pharmaceutical control. In the reproduction from the Royal Northern there are several containers returned for cleansing and refilling, mostly, in this case, concentrated normal saline; there are the autoclave, hot-air oven for high and dry temperatures for oils, and a low-pressure steriliser for tyndallising. In the London Hospital display we have well set out the method of storage and supply. The word "storage" is

rather a misnomer, as the demand is so great and continous that with sterilised water or saline it seems almost a superhuman effort to get in advance of requirements. The storage of certain fluids, however, is well shown in the "close up" of the steel chamber used at the Hospital for Sick Children. The other one from the same hospital shows a wider view, which Mr. Wycliffe Peck describes as a steel cupboard to contain 12 dozen sterilised litre flasks of dextrose and normal saline; on its right a cupboard for the sterilised materials with funnels, etc., for their preparation. On the left is the refrigerator for serums, insulin, calf lymph and other similar substances. We have two photographs here, the first one mentioned where the details are particularly clear with all the necessary appliances, and the second is a broader view including the serum cabinet. In that of University College everything is well set out to illustrate the care employed. In the one of Middlesex, we have represented a still and an autoclave with solutions in containers ready for dispatch.

Surgical Dressings.—In the development of the pharmaceutical department one of the first extensions of the simple idea of a dispensary was to include surgical dressings. It is not the custom in every institution to allocate them, even at the present day; but to any pharmacist it is the natural outcome of the standardisation of surgical dressings through the British Pharmaceutical Codex stimulated by the Ministry of Health. The medication of dressings comes naturally within the sphere, since some check analysis is desirable, and the only man in hospital service able to carry out the job is the pharmacist. The analysis comes well within the pharmaceutical training, even when bandages include adhesives. On the question of qualities of cotton, flannel, silk and jute some experience must be gained; and though the present British Pharmaceutical Codex is rather vague on the subject in several respects, there is every expectation that standardisation of material will be set out in the new edition of the B.P.C., as we are assured the Pharmaceutical Society, Ministry of Health, Manchester Testing House and manufacturers have been co-operating.

The photograph from St. Thomas's Hospital illustrates the method of storage. The work of distribution is one of organisation with a porter, but the checking and analysis is one solely for the pharmacist in protection of the hospital supplies. Sterilisation comes in here, as surgical dressings is the biggest sterilisation question in hospitals, and the sense of security is best assured by a technical expert on the subject. Often this phase is overlooked, but in the development of the department it should be carefully borne in mind that pharmaceutical training includes sterilisation, and the vacuum steriliser is another form of autoclave on a large scale.

"Mineral Waters" is a charge coming under the head of surgery and dispensary accounts by the universal system adopted by the King's Hospital Fund, which largely functions as a unifying body in hospital administration and practice. A plant used at the Middlesex Hospital is illustrated, showing once more where pharmaceutical technique can be and frequently is put to practical use. The department also supplies wines and spirits.

Plaster of Paris Bandages.—An interesting photograph is shown from the London Hospital of the preparation of these bandages. Mr. Elgar states that about 16,000 yards are used annually. In most hospitals the plaster of Paris is supplied for the nursing staff to make up the bandages, but owing to the greater needs of a hospital the size of the London a more satisfying method has been devised.

Instruments and Appliances.—It is not in every hospital that instruments and appliances come within the domain of the pharmacist, though certain appliances are common. Medical and surgical supplies are well and easily understood. We have, however, from St. Thomas's Hospital an operator sharpening scalpels, knives and scissors. It would seem to be outside pharmaceutical domain, but on closer examination it is not quite so remote as it appears on the surface. In one phase of the Hospital for Sick Children, Mr. Wycliffe Peck writes, "We have in a store set apart supplies of sutures ready sterilised and in preparation," while in quite a number of institutions it is the pharmacist who buys the supplies and issues them to the various sections of the hospital on requisitions sent down to the department both for repairs and renewals.

Stores.—This department is largely governed by the size of the hospital and the advisability of manufacturing on a large scale. Mention has been already made of the conversion of crude drugs into pharmaceutical preparations, but one point which might be missed is the necessity of the pharmacist having a good commercial training. The point is often overlooked by the outsider that the quantities of drugs and chemicals, as well as surgical dressings, means studying the market and prices, as it is easy, with so many channels of use in a large institution, for costs to mount up in an extraordinary way; so the pharmacist must not only be a technician but understand uses in order to buy well as a good director of distribution. Under this heading might also come the storage of biological products. Products have to be kept where the temperature can be controlled, as the efficiency of biologicals is easily minimised, and it is a pharmacist's duty to protect the patients. The reproduction of the refrigerator in a special section at St. Thomas's Hospital is an admirable illustration of the point. On the top is the motor, silently working, which controls the temperature. It is certainly an advance on many other methods, and no doubt will eventually be universally adopted as the safest way to conserve biologicals. It would be interesting but probably not helpful to give a few figures of oxygen, nitrous oxide, carbon dioxide, mixtures of CO_2 and O_2 as well as the immense stores of alcohol for manufacturing ether, chloroform, and other anæsthetics, all of which requires special thought and care. The pharmacist is the recognised authority under the Dangerous Drugs Regulations, and for checking and supervising poisons and poisonous substances in every section of the hospital, which is no mean undertaking. It is becoming more and more the custom, in non-teaching hospitals at least, for the pharmacist to be the lecturer to the nursing staff on materia medica and therapeutics for the nurses' state qualification. His association with other departments such as radiology, light, pathological and bacteriological, the costs of which for material are a charge on his department, soon makes him conscious that he requires more knowledge of the relationship of medical practice to pharmacy (which he may have hitherto let slip). The pharmaceutical department was the cradle of many others in the hospital out of which specialisation grew. It is difficult to forecast what the future development may be, but sufficient has been said to provide food for thought. Under the Pharmacy and Poisons Bill provision is made to exercise some control by regulations of the Minister of State, and the Dangerous Drugs Regulations may be a model. Forty years' working in the pharmaceutical department has provided many disappointments, but it still leaves me hopeful that pharmacy can use more fully this wider field of usefulness which I have indicated and have illustrated by the photographs. I wish to record my grateful thanks to the various hospital authorities and my colleagues for their splendid response and assistance. London Hospital, Mr. J. B. Elgar and Mr. C. H. Sykes; Middlesex Hospital, Mr. S. H. White; St. Bartholomew's Hospital, Mr. F. W. Searle; St. Thomas's Hospital, Mr. C. Wilson Peck; University College Hospital, Mr. H. Davis; Hospital for Sick Children, Mr. J. Wycliffe Peck; Prince of Wales's Hospital, Miss E. Hodgkinson.

PERFUME SYNTHESIS

In recent years the use of synthetic chemicals has revolutionised perfumery formulas. The following article will enable chemists to compound for sale as special lines preparations in accordance with modern conditions.

ALONG and varied experience in handling perfumery ingredients does not necessarily produce a good perfumer, since to create something distinctive a certain amount of artistic temperament, and cultured imagination, is necessary. Also, it should be added, there must be initiative and patience.

So far as chemists are concerned many synthetics need not be considered, but there are others that can form basis ingredients and a perusal of an up-to-date price list will prove interesting to those seeking original ideas. Most chemists have some use for a rose compound, so that synthesis will be given priority.

Rose

Rhodinol	20·0
Nerol	5·0
Geraniol	5·0
Phenyl ethyl alcohol	8·0
Citronellol	3·0
Geranyl acetate	2·0
Phenyl ethyl methyl ethyl carbinol	3·0
Terpeneless rose geranium ...	2·0
Guaiacum wood oil	1·5
Terpeneless petitgrain	0·5
Nonyl aldehyde (1–10)	0·5
Decyl aldehyde (1–10)	0·2
Benzyl benzoate (pharm. pure)	5·0

Build the formula in the order shown, special attention being given to the effect of each addition. Rhodinol, particularly if a natural isolate, has a decided rose odour, but would lack power and body as a scent by itself. Other constituents of a rose-like odour, or that have a decided value in the synthesis, must be added. Nerol is next in importance; note the effect of this addition; repeat with the addition of each item until the terpeneless rose geranium has been included. Up to this stage the compound will not have shown any definite character; the items that follow are included to act as toning agents. Guaiacum wood oil has a slight orris note; this is the reason for the inclusion, but at the same time it can be classed as a fixative. Any ingredient with a slight odour of orris can be used in this formula as a modifier, so the question arises: Why not orris itself? Oil of orris (orris liquid) can be used, of course, but the other serves the purpose well at a greatly reduced cost; and orris concretes need a deal of preparation. However, liquid orris appears in the violet formula, so those who wish to try it must use only 1 gm. Terpeneless petitgrain is also used as a modifier; it greatly helps to impart the somewhat bland note necessary in "rose." The aliphatics are best manipulated in a 10-per-cent. solution. Benzyl benzoate is the fixing agent. Rhodinol (ex Bourbon geranium), geraniol (ex palmarosa) and citronellol (ex geranium) are the isolates to use for the best results. Finally, the addition of 5 per cent. pure virgin otto is left to the compounder's discretion.

The Procedure for Maturing

This preparation, like all others, needs maturing; but time and tied-up capital are factors to which the chemist must give serious consideration. Therefore, six months cannot be advised, but six weeks must be the least period if it is intended to use this rose as a handkerchief scent. While referring to the maturing of perfumes, it has been proved that only three months need be the time taken for maturing a synthetic product, or one in which synthetics total 90 per cent. of the whole. Six weeks will prove ample provided the following procedure is adopted: (1) Add 15 gm. of the spirit intended as a diluent, and keep this compound for a fortnight in a room where the temperature is never lower than 70° F.; (2) again add 15 gm. of spirit and keep for a fortnight, this time the temperature can be that of the pharmacy—warm during the day, cooler at night. If the first stage cannot be carried out then the second must be the procedure for six weeks. The remaining fortnight add 35 gm. of spirit, or until the whole measures twice that of the oils. At the end of this period proceed as follows:—

The Perfume

Spirituous rose oils	2·0
Spirit	10·0
Distilled water	5·0

or whatever proportions are decided upon. Allow to stand a fortnight in the varying temperatures and filter clear. The same formula can be used for making artificial rose water, but for creams a much cheaper one, as shown below, is all that is necessary:—

Geraniol	20·0
Phenyl ethyl alcohol	5·0
Geranyl acetate	1·0
Geranium (Spanish)	10·0
Petitgrain oil	2·0

The first formula can be abbreviated for the purpose of experiment:—

Rhodinol	20·0
Nerol	5·0
Geraniol	5·0
Phenyl ethyl alcohol	8·0
Citronellol	3·0

This to be taken as the basis, and the other items can be added in varying quantities, not to exceed double the given amount, or omitted as desired. There are many other synthetics that can be used for tone effects, including benzyl acetate, cinnamic alcohol, cinnamyl butyrate, cinnamyl valerianate, citronellol isomers and esters, geranyl and allied isomers, rhodinol isomers, phenyl acetic acid (only in minute traces), and phenyl ethyl isomers.

Jasmin

has little variation of odour but is a popular one for hair oils. It may be prepared from:—

Benzyl acetate	10·0
Mono-benzyl acetate	5·0
Benzyl propionate	3·0
Phenyl ethyl alcohol	8·0
Rhodinol	2·0
Nerol	1·0
Geraniol	2·0
Alpha-amyl cinnamic aldehyde (pure)	2·5
Para methyl quinoline	0·3
Musk ketone	0·5
Aldehyde C13 (1–10)	0·3
Linalyl acetate	1·0
Linalol	1·0
Hydroxycitronellol	3·0
Methyl ionone alpha	5·0
Methyl anthranilate	2·0
Phenyl acetic acid	0·1

Civet is necessary for a finer jasmin production, but the inclusion will make necessary a longer period than six weeks for maturing. It will be noted that the formula is entirely synthetic, but a more floral note will be produced by the addition of bergamot oil 3.0, petitgrain

oil 2.0. Jasmin of natural enfleurage can be added to make it more expensive. Rose and jasmin can be entirely synthetic and produce really good results, particularly the latter.

Violet

An entirely synthetic violet leaves a lot to be desired, except for hair oils, and the formula given below is not of outstanding merit, so the inclusion of cassia absolute is advised:—

Ionone (100 per cent.)	4·0
Ionone alpha	2·0
Ionone beta	2·0
Methyl ionone alpha	2·0
Orris liquid	1·5
Rose, artificial	1·0
Jasmin, artificial	1·0
Heliotropin	1·0
Citronella hydrate	2·0
Musk ambrette	0·2
Methyl heptine carbonate ...	0·1
Bergamot	3·0
Aldehyde C13 (1–10)	1·5
Cassia absolute	1·5

Manufacturers have a wide divergence of opinion as to what constitutes ionone. Samples vary so much that the first experiments should be made with the smallest possible quantities. Many experiments can be made by the alterations of the ionones, but alpha-methyl-ionone should never be exceeded beyond the given amount, and the total to be about 50 per cent. of the formula. Aldehyde C13 and methyl heptine carbonate can be slightly increased or decreased, at will of the compounder. The rose and jasmin are the two preceding formulas.

Lily

The various lilies also leave something to be desired, but this formula is a good working one:—

Citronella hydrate	16·0
Terpineol	7·0
Mono benzyl acetate	2·0
Methyl ionone alpha	2·0
Ionone beta	2·0
Petitgrain, terpeneless	1·5
Linalyl acetate	3·0
Phenyl ethyl alcohol	4·0
Musk ketone	2·0
Rose, artificial	4·0
Aldehyde C13 (1–10)	0·5
Alcohol C12	1·5
Toluyl benzyl alcohol	0·25

This can be improved by the addition of lily absolute 5 per cent.

Fancy Bouquets

For fancy bouquets the four formulas could be combined in various quantities. But no result would approach the peculiar note that was once so popular with French perfumers. This may be obtained as follows:—

BASIS

Heliotropin	5·0
Coumarin	3·0
Musk ketone	2·0
Musk xylol	1·0
Vanillin	1·5
Aldehyde C13 (1–10)	0·25
Alcohol C12	0·25
Benzyl benzoate	20·0

This to be first compounded and then percentages of the other formulas added; a final addition of methyl ionone alpha being made. Benzyl benzoate does not influence the odour, it is solvent, as well as diluent, for the crystalline bodies. As a starting point, prepare as follows:—

Basis	5·0
Methyl ionone alpha	2·5
Lily	1·5
Violet	1·5
Jasmin	2·5
Rose	4·5

Elaboration is left to the compounder.

Oriental Types

Then there are the heavy scents. An overdose of sandalwood oil in any formula will produce the Oriental bouquets. Again taking the French basis as a starting point, load with sandalwood oil, eugenol and bergamot; the result is almost a foregone conclusion. To try and infuse a little originality somewhere in the formula let it be called

HINDOO FLOWERS

Basis	10·0
Rose, artificial	8·0
Jasmin, artificial	5·0
Violet, artificial	3·0
Sandalwood oil	4·0
Eugenol	8·0
Ylang oil	2·0
Labdanum	1·0
Vertivert oil	0·5
Musk ketone	1·5
Bergamot oil	8·0
Terpineol	3·0
Patchouli oil	1·0
Terpeneless rose geranium ...	2·0

Shading for fresher notes could be obtained by slight increase of jasmin and terpineol, and by the inclusion of lily in the formula.

Eau de Cologne

Many excellent formulas for eau de Cologne and lavender water can be found in "Pharmaceutical Formulas," but the recent years of trade depression, and the release of industrial spirit for use in perfumery, has resulted in some extensive modifications. In the case of eau de Cologne, when ʒiv. bottles are being retailed at sixpence and fancy bottles at one shilling, there is little scope for including genuine oils of neroli and rose in a formula. Yet the balance of these two essentials was the old-time secret. The simple formula gives the best product and is, of course, the most expensive. But even then great discretion must be exercised in the buying of the oils. "Absolutely pure" is not sufficient to define bergamot and lemon oils as suitable. It is a remarkable fact that a good formula for eau de Cologne cannot be entered in the book as stabilised; each season's crop of these two oils (bergamot and lemon) means a readjustment, sometimes to quite a degree. The best and only advice that can be offered is—when a reliable source of supplies has been found stick to it, no matter what other or cheaper brands are offered. It is not suggested that there is one particular firm from which to obtain supplies; there are many, but when the experiments have decided the best formula keep to the dealer who supplied the oils. Also, do not hoard large stocks, as bergamot and lemon oils, particularly the latter, undiluted with spirit, do not improve with age. The old-time formula for eau de Cologne was:—

Bergamot oil	℥iss.
Lemon oil	℥ij.
Neroli oil...	ʒj.
Rose otto	♏v.

A simple one and all that is necessary—it is not a scent but a refreshing toilet water. Unfortunately the tendency to-day is to overload Colognes with synthetics entirely foreign to the odour. A variation of odour can be obained by reversing the quantities of bergamot and lemon oils; some people prefer the lemon note to predominate. The diluent is spirit ʒxl., water ʒv., and these are mentioned because the quantity of the latter is the limit. At to-day's prices, and using industrial spirit, this would cost about 15s. 6d. per gallon. This figure has been given so that a comparison can be made with a formula for a cheaper product:—

Bergamot oil	℥iss.
Lemon oil	℥ij.
Terpeneless petitgrain	ʒj.
Palmarosa	ʒss.
Spirit	℥xl.
Water	℥v.

The cost of this per gallon is about 10s. 6d. No artificial rose can replace the virgin otto in Cologne waters, nor can the neroli be replaced to satisfaction. But the substitution is passable if the best petitigrain oil is used; palmarosa blends well with it without leaving an artificial odour behind, and produces the honey-like resemblance to otto of rose, but it must be understood that it is only a resemblance. Work out the two costs to the price per dozen bottles, and the difference will probably cause more thought before packing the cheaper formula. A still cheaper one can be produced by the inclusion of synthetics, or natural isolates; cheaper because of the greater power of these allowing for more water being used for dilution purposes. An example is as follows:—

Bergamot oil	℥j.
Lemon oil	℥j.
Linalyl acetate	ʒvj.
Terpeneless petitgrain	ʒij.
Palmarosa	ʒiss.
Terpeneless lemon oil	ʒss.
Rosemary oil	ʒss.
Industrial spirit	Cong. ss.
Water	℥xv.

Rosemary is included to tone down the linalyl acetate. In order not to overlook the shilling pint bottles the following formula is given:—

Terpeneless lemon oil	℥j.
Terpeneless bergamot oil ...	℥j.
Linalyl acetate	ʒiss.
Methyl anthranilate	♍j.
Palmarosa	ʒss.
Musk ketone	ʒj.
Coumarin	♍ss.
Benzyl benzoate	ʒj.

The quantities of spirit and water are left to the compounder's discretion. Methyl anthranilate is the synthetic that will give some slight suggestion of neroli when used on the handkerchief. Coumarin and musk ketone are intruders, but the public who patronise shilling pints will be satisfied with the "back-odour." Oils of orange, thyme, lavender, cedrat and citron are sometimes used, but they are more of the nature of modifiers.

Fixatives for Eau de Cologne

Many experiments have proved that the balance of this delicate odour is spoilt if odoriferous fixatives are used. In the first formula benzyl benzoate (pharmaceutically pure) or other like synthetics are permissible, but if something more is required for the second and third recipes the following will be found useful:—

Methyl naphthol ketone ...	℥j.
Citronella hydrate	ʒj.
Aldehyde C. 14 (peach) ...	♍j.
Benzyl benzoate	ʒij.
Industrial spirit	ʒij.

Not more than ʒss. should be used for No. 2, or ʒj. for No. 3.

Fixation leads to scented Colognes that have certain popularity; to use the first or second preparations as the basis would be of no use, the Cologne element would not be distinguishable enough. An adjustment, one might say a revolution, of formula would be as follows:—

The Basis

Bergamot oil	℥j.
Lemon oil	℥j.
Linalyl acetate	ʒij.
Linalyl propionate	♍ss.
Terpeneless petitgrain	ʒij.
Citral	ʒij.

Use any of the formulas for the scents previously given:—

Cologne basis	℥ss.
Perfume	♍ss.
Industrial spirit	ʒlx.
Water	ʒxv.

Or adjust accordingly to the required cost.

Lavender Water

There is one peculiarity about lavender oil; although of a strong odour it is easily blended with fixatives, and also requires some addition to made it true to flower. Again, bergamot, with its delicate note, exercises much influence when in combination. And, strange to say, linalyl acetate, although often used as synthetic bergamot and possessing a rather harsh tone, can be blended successfully, as much as 20 per cent., without creating a harshness of note. Lavender water may be called the antithesis of eau de Cologne; in the former, some fixative is essential, whereas in the case of the latter it often mars it. Lavender oils also need careful selection; in the case of French oils a 30-32 ester content will not give the same results as 38-40 or 50-53. Regarding the last, there are many firms who supply lavender oil with such a high ester content, and care must be taken that the oil is not "doped." "Pharmaceutical Formulas" gives fifteen examples of lavender water, all of them have been found to be good, one particularly so—it is reproduced below:—

Oil of lavender (English) ...	℥j.
Oil of bergamot	ʒiss.
Essence of musk	♍ss.
Essence of ambergris	ʒss.
Spirit ... ... to	Oij.

Trade depression steps in, so French oil must be used, and as the odour is nothing like the English it has to be modified. While recommending natural musk for delicacy, and the absence of the tendency to discolour in strong sunlight it can be substituted by a good synthetic, ketone for preference, and for cheapness ambergris can be discarded:—

Oil of lavender	℥j.
Oil of bergamot	ʒiij.
Musk ketone	gr. v.
Clary sage	♏ij.
Oil of angelica root	♏j.

French oil needs more bergamot for modification. Coumarin, also, is an excellent introduction, but must not be used to excess (this is an error that most compounders commit), otherwise the resulting note is like a cheap scented soap. Other fixatives and blenders are civet, orris, petitgrain oil, santalol, and palmarosa. Civet is exceptionally good, whilst neroli and otto of rose permit of no doubt. A representative formula and a comparatively cheap one is:—

Lavender oil	℥viij.
Bergamot oil	ʒij.
Coumarin	gr. x.
Palmarosa oil	ʒj.
Musk ketone	gr. xv.
Civet	gr. x.
Petitgrain oil	℥ss.
Orris oil	♏xxv.
Benzyl benzoate	℥ss.

To use linalyl acetate ʒj. instead of bergamot oil will permit of a weaker spirit being used.

With these formulas the chemist will have some good working material; using his initiative he should be able to produce a formula that could command quite a good sale. But "creations" should not be spoilt by a bad christening. To call a "lily of the valley," prepared in the pharmacy, "Pharmaconvalleria" might be appropriate, but will not add much to the popularity of the perfume. Likewise, "Smithesters" does not show much ingenuity. Fashion, and "Buy British" propaganda, have made the French dictionary obsolete. Opera, and Greek mythology, are good hunting grounds for those who desire something more than the name of the flower the perfume is supposed to represent.

Pharmaceutical Society of Ireland

Council Meeting

THE monthly meeting of the Council was held at 67 Lower Mount Street, Dublin, on June 13, Mr. P. Brooke Kelly (president) in the chair. Other members of the Council present were Sir Thomas Robinson, Messrs. P. J. Fielding, F. J. Fitzpatrick, D. W. P. Boyd, J. F. Costello, C. Cremen, J. T. Dwyer, J. A. O'Rourke, M. J. Parkes, T. J. Smith, D. Warwick and Dr. J. A. Mitchell.

CORRESPONDENCE

The following letter was read from the Department of Justice: "With reference to your letter of the 16th inst. I am directed by the Minister of Justice to state that an Order has been made approving of the Regulations respecting the Preliminary examination passed by the Pharmaceutical Society of Ireland on January 10 last. The Order is dated 27th ult."

A letter was read from Mr. G. Darlington, "Balscadden," Kilbarrack, Sutton, co. Dublin, protesting against the action of the Council in adopting a resolution. (See *C. & D.*, June 10, p. 633.) After discussion it was agreed to write to Mr. Darlington.

CHANGES OF ADDRESS

The following changes of address were notified:—

M.P.S.I.—P. J. Owens, Tinoran, Baltinglass, Wicklow, to The Medical Hall, Bagenalstown, co. Carlow; Miss Celia Donohoe, Bogiskey, Stradone, co. Cavan, to The Pharmacy, Main Street, Bailieboro', co. Cavan; J. F. Corr, Bawnlusk, Cuff's Grange, Kilkenny, to 12 Tullow Street, Carlow; J. A. Kissane, The Medical Hall, High Street, Tullamore, to The Medical Hall, 2 Henry Street, Kenmare; W. Hawkins, 49 Portland Street, Mansfield, Notts, to Kilnadeema, Loughrea, co. Galway.

Ph.C.—Miss Emily Warren, 31 The Common, Woolwich, S.E.18, to 25 Blandford Street, London, W.1; J. F. Webb, 3 May Terrace, Armagh, to "Newlyn," Crosby Road North, Waterloo; R. Kerr, 9 Albert Street, Lurgan, to 34 Market Street, Lurgan; J. C. Walshe, 2 Henry Street, Kenmare, to 92 Upper Drumcondra Road, Dublin.

R.D.—Michael McCabe, General Post Office, Wellington, New Zealand, to the Medical Hall, Arva and Carrigallen; Alfred Moore, 35 Cooke Street, Belfast, to 371 Woodstock Road; G. Darlington, Maryville, Raheny, co. Dublin, to "Balscadden," Kilbarrack, Sutton, co. Dublin; R. O. Smythe, 141 Links Road, Tooting Junction, London, to 62 Ribblesdale Road, Streatham, S.W.16; J. J. Hannawin, 1 Broadway, Belfast, to Main Street, Maghera; Michael Fielding, Templehill, Ballintemple, co. Cork, to Lee Mount Tivola, Cork; Thomas Adderly, 897 Crumlin Road, Belfast, to 303 Crumlin Road, Belfast; J. B. Gamble, Castlefin, to Foyfin, Castlefin; H. McQuitty, Ballylesson, Ballymena, co. Antrim, to 190 Newtownards Road, Belfast; James McMullan, 27 Hopfield Avenue, Belfast, to Lisnagaver, Rasharkin, co. Antrim; M. Dougherty, Ballyclose, Cullybackey, to Main Street, Portglenone, co. Antrim; C. B. Jones, 192 Connsbrook Avenue, Belmont Road, Belfast, to 41 Cromas Street, Belfast; A. T. Bright, 29 Elma Road, Woolston, Southampton, to 49 Hazeleigh Avenue, Woolston, Southampton; S. P. Mills, 40 Rutland Square, to 19 Wood Quay, Dublin; R. McQuitty, c/o Grattans, 31 University Road, Belfast, to 190 Newtownards Road, Belfast; E. Dwyer, Willow Park, Whiteabbey, Belfast, to Dunholme, The Park, Cheltenham; J. Gilmartin, The Medical Hall, Castlerea, to The Medical Hall, Bundoran, co. Donegal; E. Boyd, 21 Madrid Street, Belfast, to 20A Albertbridge Road, Belfast; J. C. McIntyre, 40 Clifton Park Avenue, to The Drug Hall, Ballygawley, co. Tyrone; J. F. Cronin, Liscullane, Charleville, co. Cork, to Garda Siochana, Balla, co. Mayo; G. B. Hoey, 49 Highfield Road, Rathgar, to 4 Terenure Road, North Dublin; J. McGrath, c/o Dr. Crowley, Medical Hall, Loughrea, co. Galway, to 4 Barrack Street, Loughrea, co. Galway; J. A. Stewart, 353 Beersbridge Road, Belfast, to Dundonald Pharmacy, Belfast; A. L. Martin, sen., 148 Park Road, Portadown, to Market Street, Portadown; A. L. Martin, jun., Park Road, Portadown, to Market Street, Portadown; J. Dougherty, Ballyclose, Cullybackey, to The Medical Hall, Wellington Street, Ballymena; W. J. Stevenson, 50 Woodstock Road, Belfast, to Victoria Street; Miss E. M. Martin, Thornleigh, Whitehead, co. Antrim, to 3 Linden Gardens, Cliftonville, Belfast; J. Guthrie, 271 York Street, to 335 York Street, Belfast; Mrs. M. Walker, 82 Stranmillis Road, Belfast, to 26 Cabin Hill Park, Knock, Belfast; W. A. Davidson, Anasamery, Loughgall, to Ardress House, Annaghmore, co. Armagh; H. McRoberts, 71 Ormeau Road, Belfast, to 4 Shaftesbury Square, Belfast; R. Kells, Albertbridge Road, Belfast, to 3 Castlereagh Street, Belfast; H. A. Gribben, Rainey Street, Magherafelt, Derry, to The Drug Hall, Ballaghy; W. Doig, 39 Mill Street, Belfast, to 11-13 Queen's Square, Belfast; John Fulton, 16 Rossmore Street, Belfast, to Sunnymeade, Rosetta Park, Belfast; R. J. Groves, 33 Bridge Street, Belfast, to 9B Lower Abbey Street, Dublin; S. J. Stevenson, Scotch Street, Armagh, to The Medical Hall, Ballywalter.

PRELIMINARY REGISTRATION

The following submitted certificates and were granted Preliminary registration:—Miss C. M. McAuliffe, Messrs. M. J. O'Sullivan, M. Sheehan, J. S. Stack, T. F. McHugh, T. Moloney, J. J. Ellis, T. Whyte, P. J. Leahy, E. P. Hughes, J. M. McHale, J. J. Gannon, B. F. O'Donnell, D. Kennelly, J. J. O'Sullivan, W. Hayes, J. M. Ryan, M. Duffy and J. Ryan.

MISSING ADDRESSES

The registrar reported that no reply had been received from several persons to whom registered letters had been sent under Section 25 of the 1875 Act.

SIR T. ROBINSON: You are not striking them off the Register to-day?

THE REGISTRAR: Oh, no. This notice is nine months ahead. I would feel obliged if members of the Council would go carefully through the list, and if they know any of the persons mentioned in it get them to communicate with me.

OTHER BUSINESS

The Schools Committee recommended that Mr. Collins and Mr. Smith be appointed as examiners for the Scholarship examination, and this was adopted.

The following motion, proposed by MR. FITZPATRICK, was unanimously adopted:—That Regulation V. (p. 74 of Calendar) be repealed, to wit: "If any Member be in arrear of his annual subscription for two years, his name and address shall be omitted from the published 'List of Members'"; and that the following Regulation be substituted therefor: "That the registrar shall publish in the 'List of Members' the names of those only who have paid their subscriptions not later than the thirty-first day of December in each year."

The following were elected to membership of the Society:—Mr. S. Green, 9 High Street, Dublin; Miss C. M. Harrington, 106 Gerald Griffin Street, Cork. Mr. J. J. Sheridan, Post Office, Kilnaleck, co. Cavan, was elected an associate druggist.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, June 21

Business seems to have been about as good as can be expected under prevailing conditions. The proceedings of the London Conference have so far been entirely disappointing and have only succeeded in making international trade still more difficult and hazardous. The sooner some statement is forthcoming on the vital question of exchange rates, indicating the Conference's decision on the subject of stabilisation the better for all concerned. Without doubt the movement to increase commodity values is being jeopardised by the disturbing reports of the Conference on international monetary matters. In pharmaceutical chemicals business has been fair, and the only important change to record is a good reduction in their scale of prices by British makers of hexamine; foreign material is now non-competitive here. In crude drugs, the chief feature is the growth in tightening up of shipment prices. Agar is dearer and in better demand. New crop cascara sagrada is selling well. Colombo root shows a sharp advance. Menthol is much steadier this week. Rubber has fully recovered last week's loss and business has been fairly active. Senega has been in better demand at the recent advance. Tragacanth continues firm. The markets dealing in seeds show good improvement. Essential oils have been called for in a little better volume this week. Anise (star) is dearer, particularly for shipment. Madagascar clove is scarce and dearer on spot, and shipment offers are difficult to secure. Lemongrass continues firm at full rates. West Indian lime is very scarce on spot and prices for new crop oil are not yet available. Japanese peppermint is a trifle steadier, and there has been a little more inquiry for shipment. Spearmint is at better prices, and the market is steadier.

Exchange Rates on London

The following in a list of the chief Continental and other exchange rates at the opening on Wednesday morning:—

Centre	Quoted	Par	June 21	Value of the £
Amsterdam ...	Fl. to £	12·107	8·46	13/11⅞
Berlin	Mks. to £	20·43	14·30½	14/–
Brussels ...	Belgas to £	35	24·35	13/11
Copenhagen ...	Kr. to £	18·159	22·42½	24/8½
Lisbon	Esc. to £	110	110	20/–
Madrid	Ptas. to £	25·22½	40⅜	31/9½
Milan	Lire to £	92·46	64⅝	14/0⅝
Montreal ...	Dol. to £	4·86⅝	4·63½	19/0⅝
New York ...	Dol. to £	nominal	4·19	17/2½
Oslo	Kr. to £	18·159	19·80	21/9⅜
Paris	Fr. to £	124·21	86⅜	13/11
Prague... ...	Kr. to £	164·25	114	13/10½
Stockholm ...	Kr. to £	18·159	19·43½	21/4⅜
Warsaw ...	Zloty to £	43·38	30¼	14/1
Zurich	Fr. to £	25·2215	17⅝	13/10½

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

Business in this market continues on a limited scale, with most quoted prices steadily maintained. Hexamine of British make is at cheaper figures. Price-cutting of Convention values is not nearly so prevalent. There has been a good seasonal demand for citric and tartaric acids.

Amidopyrin.—A small spot business is being done; dealers' prices maintained: crystals, five cwt., 18s. 3d.; two cwt., 18s. 8d.; less than two cwt., 19s. 9d. per lb.; with powder 2½d. per lb. extra.

Aspirin.—The demand is satisfactory; market steady: home trade, ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d. per lb., f.o.b.; less than one cwt., 2s. 11d. per lb., ex works.

Barbitone.—The market has been rather dull: spot, one cwt., 13s. 2d.; 56 lb., 13s. 3½d.; 14 lb., 13s. 7d.; small parcels, up to 14s. per lb.

Citric acid (B.P. crystals).—A fairly substantial business is being done. Makers quote for home trade at 9½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers quote about the same price for imported material and a slight premium for acid made from citrus fruit.

Cream of tartar.—Makers' quoted price for 99 to 100 per cent. material is unchanged at 80s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are quoting at competitive prices. Business has been up to seasonal expectations.

Hexamine.—British-made free-running crystals have been reduced to the following prices: ten cwt., 1s. 9d.; five cwt., 1s. 9½d.; two cwt., 1s. 10d.; one cwt., 1s. 10½d.; 56 lb., 1s. 11d.; 28 lb., 1s. 11½d.; 14 lb., 2s.; 7 lb., 2s. 0½d. per lb. British rough powder is quoted from 1s. 5d. to 1s. 6½d. per lb., as to quantity. Foreign material to come forward is not competitive.

Hydroquinone.—A fair business is reported, with prices about steady: ten cwt., 5s. 7½d.; five cwt., 5s. 8½d.; two cwt., 5s. 9d.; one cwt., 5s. 9½d.; 56 lb., 5s. 10d.; 28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 6d. per lb., carriage paid.

Methyl sulphonal.—Inquiry is small; market holding at dealers' spot prices: two cwt., 19s. 9d.; one cwt., 20s. 6d.; 56 lb., 21s. 3d.; small parcels, 22s. per lb.

Phenacetin.—Spot offers are rather steadier; business limited: crystals or powder, ten cwt., 4s. 1½d.; five cwt., 4s. 3d.; two cwt., 4s. 4½d.; 56 lb., 4s. 9d. per lb., carriage paid on minimum cwt. lots. No falling clause on contracts over twelve months.

Phenazone.—The spot market is dull, with some few cheap sellers noted: crystals, ten cwt., 9s. 10d.; five cwt., 10s.; two cwt., 10s. 4d.; and less, up to 11s. per lb.; with powder, 2½d. per lb. extra.

Quinine salts.—There is no change in Convention prices for these salts.

Resorcin.—Dealers' prices for available supplies of foreign material are firm at 5s. 9d. to 6s. 6d. per lb. British crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

Salicylic acid (B.P.).—Makers' prices are steady; market dull: one ton, 1s. 7d.; ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s. per lb.

Santonin.—The Convention quoted prices for this market are so far unchanged at former dollar rates.

Sodium benzoate (B.P.).—The demand continues on a fair scale. B.P. 1932 quality, one cwt., 1s. 7d.; smaller parcels, up to 1s. 10d. per lb., as to quantity.

Sodium diethylbarbiturate.—The market is quite steady at the recent advance: spot, one cwt., 13s. 9d.; 56 lb., 14s.; 28 lb., 14s. 3d.; 14 lb., 14s. 6d.; 7 lb., 14s. 9d.; smaller parcels, up to 15s. per lb.

Sodium salicylate (B.P.).—Market is not receiving much inquiry; makers' and dealers' prices are unchanged: home trade, powder, two tons, 2s.; one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb., with crystals one penny per lb. extra.

Sulphonal.—Dealers' spot prices are maintained; market is quiet: crystals, two cwt., 15s. 10d.; one cwt., 16s. 6d.; 56 lb., 16s. 10d.; smaller parcels, up to 18s. per lb.; with powder, 2d. per lb. extra.

Tartaric acid (B.P. crystals).—Makers quote for home trade at 11⅛d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering at competitive prices. Business has been very fair.

Theobromine.—Market is not quite so irregular on quotation: pure alkaloid, 5s. to 5s. 6d. per lb.; sodium salicylate, 4s. 9d. to 5s. 3d. per lb., as to quantity.

Thymol.—A little steadier and there has been rather more inquiry on the market: synthetic, fine white, one cwt., 5s. 1½d.; 56 lb., 5s. 3d.; 28 lb., 5s. 4½d.; 14 lb., 5s. 6d. per lb.; ex ajowan seed, one cwt., 7s. 3d.; 56 lb., 7s. 4½d.; 28 lb., 7s. 6d.; 14 lb., 7s. 9d. per lb.

Crude Drugs, etc.

AGAR.—More business is reported and the market is quoted at better rates: spot, Kobe, No. 1, 2s.; No. 2, 1s. 10½d.; Yokohama, No. 1, 1s. 10½d. per lb.; shipment, Kobe, No. 1, 1s. 10d.; No. 2, 1s. 8d.; Yokohama, No. 1, 1s. 8d. per lb., c.i.f. Market is firm at the close and tends to move up for shipment.

CAMPHOR.—This market is dull and quoted unchanged: spot, slabs, 2s. 2d.; flowers, 2s. 3d.; tablets, 2s. 7d. per lb.; shipment, slabs, 1s. 9½d.; flowers, 1s. 10½d.; tablets, 2s. 1½d. per lb., c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ¼ oz. and ⅛ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CASCARA SAGRADA.—New peel for shipment is reported to be selling satisfactorily at about 40s. per cwt., c.i.f., in minimum car-load lots.

CLOVES.—Business has been slow this week, but values are maintained. Zanzibar, spot, 6d.; shipment, August-October, 5½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended June 10 were *nil* and the deliveries 57, leaving a stock of 1,502. From January 1 to date, landings of Zanzibar have been 1,933 and the deliveries 1,901. Landings of Madagascar for the week ended June 10 were *nil*, and the deliveries *nil*, leaving a stock of 1,067. Landings of Madagascar this year to date have been *nil* and the deliveries 89.

COCONUT (DESICCATED).—The market is quoted a point lower this week and business has been poor: spot, fine, 21s. 6d.; medium, 20s. 6d.; shipment, July-August, 19s. per cwt., c.i.f.

COD-LIVER OIL.—The shipment market for Norwegian continues firm with prices well held at 110s. to 111s. per barrel, c.i.f., for the best brands of Lofoten steam refined non-freezing medicinal oil. Spot, about 124s. per barrel, ex store, duty paid. Exports to June 19 totalled 33,282 barrels, against 34,936 barrels last year.

COLOMBO ROOT.—This market shows a sharp advance with spot fair washed now at 27s. 6d. per cwt. Business has been good.

MENTHOL.—There has been a little more inquiry for shipment and the market is much steadier. K/S brands, spot, 14s. per lb., and less for bulk quantities; shipment, May-June, 11s. 9d.; July-August, 11s. 7½d. per lb., c.i.f.

PEPPER.—Business has been quieter and values show a fractional decline. Lampong, spot, 6d.; shipment, May-July, 4¾d.; August-October, 4¾d., c.i.f. Tellicherry, spot, 6d.; Aleppy, spot, 6d. White Muntok, spot, 8¼d.; shipment, May-July, 7⅞d.; August-October, 7⅞d. per lb., c.i.f.

PIMENTO.—Spot is unchanged, with forward quotations slightly cheaper; market dull. Spot, 3d. per lb.; shipment, July-August, 25s. per cwt.

RUBBER.—After losing some ground the market has recovered and closes firm, with more business being done. Standard ribbed smoked sheet, spot, $3\frac{17}{32}$d.; July, $3\frac{17}{32}$d.; August-September, $3\frac{19}{32}$d.; October-December, $3\frac{11}{16}$d.; January-March, 1934, $3\frac{25}{32}$d.; April-June, 3¾d. per lb.

SAFFRON.—Market is steady; business limited: spot, prime B.P., 57s. 9d.; extra B.P., 54s.; super B.P., 51s. per lb., and slightly less for bulk quantities.

SEEDS.—ANISE.—Spot, Spanish, 52s. 6d.; Bulgarian, 40s., duty paid. CANARY.—Very little offered, prices higher. Mazagan, spot, 15s., and for shipment, new and/or old crop, 12s. 6d., c.i.f. Tangier, in first hands, not offering; for shipment, 12s., c.i.f., quoted. Kenitra has all been cleared on spot; 11s. 6d., c.i.f., quoted for July-August shipment. LINSEED.—Quiet and unchanged. Mazagan, 15s., and Morocco, 14s. 6d., spot. CORIANDER.—1929 crop, 15s. 3d., spot; Wormy, 13s. to 14s.; new crop of July-August shipment, 12s. 6d., c.i.f. CUMIN.—No Malta spot; 37s. 6d., c.i.f., now quoted. Morocco sold at 35s. 6d., spot; new crop, quoted at 34s., c.i.f. FENUGREEK.—Tunisian, 15s. 6d., spot; Morocco, 13s. 6d. CARAWAY.—Dutch still rising; 50s. reported paid on spot. MUSTARD.—English, unchanged, 24s. to 33s., according to quality.

SENEGA.—More business is being done and the recent advance is well maintained. Spot, 1s. 10½d.; shipment, 1s. 8½d. per lb., c.i.f.

SENNA.—Business in this article is restricted, with spot values for Alexandrian and Tinnevelly barely maintained. Shipments offers tend to be rather cheaper.

TRAGACANTH.—Conditions in this market continue firm, with inquiry for practically all grades sustained. Prices are fully held at former rates.

Essential Oils, etc.

THERE appears to have been a little more interest in some products in this market. A feature noted in most directions is the improving shipment conditions. Anise (star) is dearer and in better demand. Madagascar clove is dearer and firm for shipment, and spot is short. Bourbon geranium is barely maintained at recent shipment prices. Sicilian lemon and orange are steady, but the demand is not up to average. Lime is firm and scarce on spot. Japanese peppermint is much steadier forward. Spearmint is a point dearer.

ANISE (STAR).—Spot is firm, with business moving; shipment is dearer and firm: spot, "Red Ship," in leads, 1s. 10d.; in tins, 1s. 8d.; in drums, 1s. 7d.; shipment, in leads, 1s. 8¾d.; in tins, 1s. 7¾d.; in drums, 1s. 7¼d. per lb., c.i.f.

CITRONELLA.—There is not much movement here but the markets are about steady. Ceylon, spot, 1s. 10½d. for small lots; shipment, about 1s. 8½d. per lb., c.i.f. Java is rather dearer for shipment at 1s. 11½d. per lb., c.i.f.; spot, about 2s. 6d. per lb.

CLOVE.—Supplies of Madagascar on spot are short and the price is firm at 3s. 4d. to 3s. 6d. per lb.; shipment is dearer at fully 2s. 6d., c.i.f., with offers very restricted. English, 4s. 3d. to 4s. 6d. per lb., as to quantity.

GERANIUM.—The shipment market for Bourbon is not quite so strong this week at about 21s. 6d. per lb., c.i.f.; spot, about 23s. 6d. per lb. for small lots of genuine oil. Algerian, spot, about 24s. per lb. for small parcels.

LEMONGRASS.—The shipment market continues firm at fully 2s. 7d. per lb., c.i.f. Some spot business reported, with sales about 2s. 9d. to 2s. 10d. per lb.

LIME.—The sharp advance recorded last week is fully maintained, with any available supplies on spot of West Indian distilled firm at 35s. 6d. to 37s. 6d. per lb. Shipment quotations for new crop are not yet available.

ORANGE.—The market keeps steady with business on a limited scale noted. Sicilian sweet, spot, 5s. 3d. to 5s. 8d.; shipment, 5s. to 5s. 3d. per lb., as to quantity and brand. Californian is moving on spot as quoted at 50 cents for one case and 45 cents for two or more cases. French colonial is dull and unchanged: spot, 3s. 9d., for small parcels; shipment, 3s. 3d. per lb., c.i.f.

PEPPERMINT.—Japanese dementholised is steadier forward as quoted, and there has been a little more life in the market. Spot, about 5s. 6d.; shipment, May-June, 5s. 2d.; July-August, 5s. 1½d.; October-December, 4s. 10½d. per lb., c.i.f. American natural oil, in drums, continues firm and is now quoted in the region of 2 dollars 45 to 50 cents per lb., c.i.f., and offers are still limited.

SPEARMINT.—The market is quoted rather dearer, but business is not of much account. Spot, 8s. to 8s. 2d.; shipment, 7s. 2d. per lb., c.i.f.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1933, p. 329.

(From "The Trade Marks Journal," June 14, 1933)

"QUALVAL"; for chemicals (2), medicinal chemicals (3) and for perfumery, etc. (48). By The Dubarry Perfumery Co., Ltd., Hove Park Villas, Hove. 541,252/253/254. (Associated.)

"HOPTIMIST"; for medicinal chemicals (3). By J. Aspell, 15 Old Bond Street, Bath. 536,790.

"BYLOIDS" and "BILEOIDS"; for medicinal chemicals, etc., excluding pessaries, etc. (3). By Parkinsons, Ltd., Curzon Street, Burnley. 538,822/823. (Associated.)

"NACOMA"; for medicinal herbs (3). By Orzone (Ireland), Ltd., 10-12 North Street, Belfast. 539,598.

"CHOCONAL"; for medicinal chemicals (3). By L. Van Raalte, 11 Queen Victoria Street, London, E.C.4. 541,295.

"NIVEA"; for toilet articles (48). By Beiersdorf, Ltd., Bessemer Road, Welwyn Garden City, Hertfordshire. 532,714. (Associated.)

"SAMSOL"; for perfumery, etc. (48). By The Tonair Health Products, Ltd., 10 Elmbank Street, Glasgow, C.2. 539,500.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

Our Mixed Business

SIR,—Some years ago I reorganised my pharmacy on the lines suggested by "Manufacturer" (*C. & D.*, June 17, p. 643). There is little difficulty in storing, say, shaving sticks and creams in one case, tooth-pastes in another, talcum powders in a third, effervescibles in a fourth. The advantages of such an arrangement are twofold: the customer has a variety of makes to choose from, all ready to hand; and stock-keeping is made easier. If the promiscuous massing of merchandise within the pharmacy is undesirable, what must be said of a mixed window display, in which cameras stand cheek by jowl with disinfectants, and bottles of perfume compete with lemonade crystals for the attention of passers-by? Even a small single window may be divided into two sections or, if the doorway is recessed, into three. I have never regretted separating the dispensing department from the shop; but it is only practicable when the volume of dispensing is great enough to make of it a whole-time job. The dispenser can always occupy an empty hour in making a few galenicals or putting up stock.—Yours faithfully,

DEPARTMENTAL (20/6).

Charges for Developing and Printing

SIR,—With reference to the letter of Mr. H. T. Starling (*C. & D.*, June 17, p. 639), it would be interesting to learn on what basis he arrives at his condemnation of P.D.A. developing and printing prices. Have his rent, rates, light, wages and the many other items included as overhead charges been reduced by 33⅓ per cent. since 1918? Few of us can claim to be in such a position. In point of fact many overhead items have been increased since that date, and there are many dealers who commenced business after 1918 who have had an uphill fight all these years. Such men cannot afford to be so philosophic as Mr. Starling regarding loss of profit, yet I do not think that they are unjust to their customers. The prosperous dealer owes a duty to his less prosperous *confrère* no less than to his customers.—Yours truly,

STATIST (19/6).

Business Training

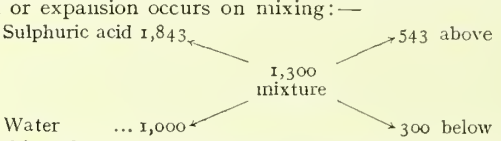
SIR,—In view of the attention which apprenticeship has been receiving latterly, a recent reprint from THE CHEMIST AND DRUGGIST of fifty years ago (*C. & D.*, June 10, p. 634) comes at an opportune moment, and the comments made then could be well applied to the conditions prevailing at the present time. When one reads the concluding sentence, "Else we shall have a race of indifferent tradesmen and superficial scholars," one is struck by the truth of the prediction and the foresight of the writer, for probably in no other trade do the members work so long or undertake so many duties for such small returns and consequently so little profit. The day when the knowledge required by the revised system of education and examination, and the further advances foreshadowed, will be of use by the pharmacist in his regular daily work behind the counter has not arrived. Personally I do not think it will arrive. In this country the opposing interests are too powerful for the chemist in business to get any share in professional work (analytical, bacteriological, or the like). Therefore it becomes necessary that there should be some business training in addition to the usual teaching of counter methods and panel dispensing; the apprentice should acquire a knowledge of buying, stock-keeping, advertising, book-keeping and banking, if he is to open for himself in due course with a reasonable chance of success, and a general knowledge paper on these subjects should be included in some part of his examinations.—Yours faithfully,

TRANSITIONAL (19/6).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

R. G. (26/58).—DILUTING LIQUIDS.—The following is an example of a scheme for calculating the amount of two liquids of different densities to produce a mixture of a desired specific gravity where no appreciable contraction or expansion occurs on mixing:—



Taking the s. g. of water as 1,000 instead of the usual 1.000, the specific gravity of the acid is 543 points above specific gravity of that desired mixture; water is 300 below. The arrows indicate that by taking 300 fluid parts of strong sulphuric acid and 543 fluid parts of water, a mixture of density required should be obtained. Actually the product will be too heavy, owing to contraction, and density must be adjusted by hydrometer when mixture is cold.

C. J. W. (20/58).—The following formulas for tonic and condition pills will meet with your requirements:—

Pigeons

I		II	
Ferri sulph. exsicc.	℥ss.	Ferri sulph. gran.	℥ss.
Ext. gent.	℥j.	Pulv. capsici	gr. x.
Capsicin.	gr. ij.	Ext. glycyrrh.	℥ss.
Pulv. glycyrrh.	℥j.	Pulv. glycyrrh.	℥j.
Divide into 60 pills. The dose is from three to six. daily.		Divide into 30 pills. The dose is one pill twice or thrice daily.	

Dogs

Ferri. carb. sacch.	gr. ij.
Quin. sulph.	gr. ss.
Arsen. trioxid.	gr. 1/100
Excip.	q.s.

One or two pills twice a day according to the size of the animal.

Retrospect of Fifty Years Ago

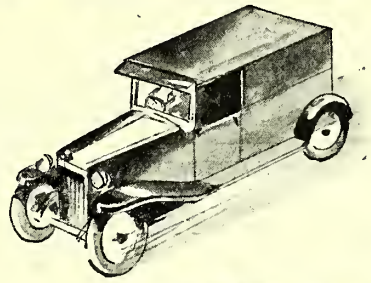
Reprinted from
"The Chemist and Druggist," June 15, 1883

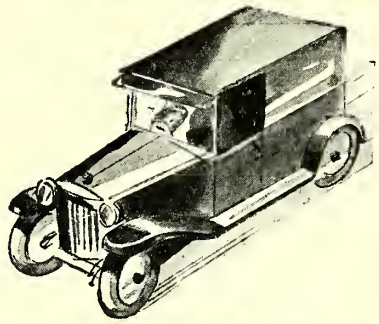
Palatable Medicines for Children

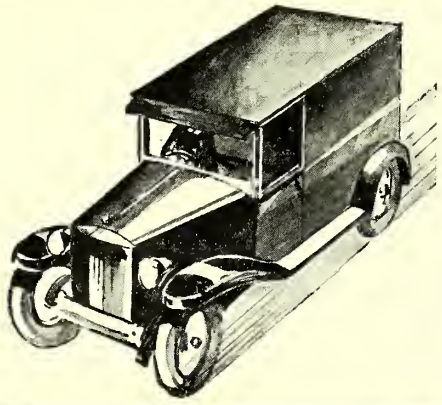
Dr. Frederick Churchill, surgeon to the Victoria Hospital for Children, writes a lively article in "The British Medical Journal," in which he points out the necessity of swimming with the tide in reference to children's medicines. Children of this enlightened age, he says, are far more pampered and spoilt than those of the previous generation. Besides, there is often more harm done to a child's nervous system by cramming the draught down its throat than all the good the nauseous drug was supposed to effect. . . . The compound rhubarb pill will be found a serviceable aperient. Of course, some new method for its administration will be desired. . . . Either an ordinary 5-gr. pill may be cut up, and a portion of it broken in small pieces may be buried in a chocolate-cream, which the youngest child will take with avidity; or for children of, say, five years and upwards, I have given ½ gr. or ¼ gr. of this pill, thinly coated. Half a dozen or so may be taken like "hundreds of thousands," and washed down with milk or water.

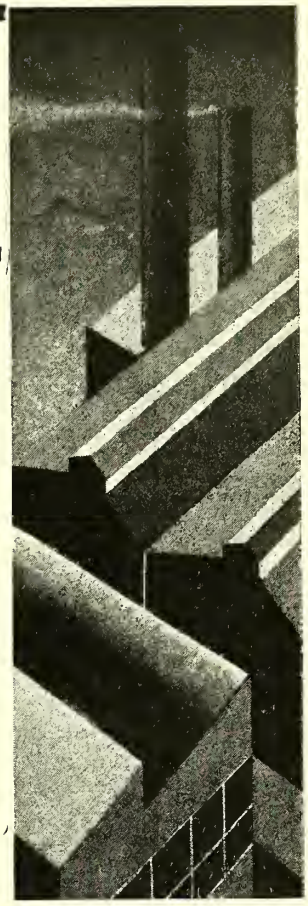
EVERYTHING FOR THE CHEMIST

Secure the benefit of prompt and reliable service by dealing with National Drug Industries Limited.









Our Medicinal, Toilet and Veterinary Preparations are packed for home and abroad in our modern centralised factory in Emmott Street.



NATIONAL DRUG INDUSTRIES LTD.

(Incorporating C. R. Harker, Stagg & Morgan, Thos. Hodgkinson, Prestons & King, Retail Pharmacists' Supply Association, Ltd., Haynes Finemore & Co., and Bartlett Hooper & Co.)

EMMOTT STREET, MILE END, LONDON, E.1

Telephone: East 4307 (6 lines) Telegrams: "Galenicals, Edo," London.
Registered Offices and Showrooms: P. & O. House, Cockspur Street, London, S.W.1.
Telephone: Whitehall 4558 (4 lines).

Duncan

CHLOROFORM

(DUNCAN)

CHLOROFORM—PURE

CHLOROFORM—METHYLATED

CHLOROFORM—BLUE LABEL

All these varieties answer the tests of the British Pharmacopœia

ETHER

(DUNCAN)

ANÆSTHETIC ETHER S.G. ·720

ETHER PURIFICAT S.G. ·720

ETHER B.P. S.G. ·735

These Ethers are pure, stable, and free from decomposition products

ETHYL CHLORIDE

(DUNCAN)

ETHYL BROMIDE

(DUNCAN)

Literature and Prices may be had on application

DUNCAN, FLOCKHART & CO.

EDINBURGH & LONDON (155 Farringdon Road, E.C.1)



PHARMACEUTICAL PREPARATIONS

(DUNCAN)

Tinctures, Concentrated Infusions, Ointments, Pills, Capsules, Tablets, Hypodermic Injections, etc.

ORGANO-THERAPEUTICAL PREPARATIONS

(DUNCAN)

Thyroid, Ovarian, Thymus, Pituitary, Orchitic, Prostate, Cerebral Substance, Suprarenal, etc.

Baumol Toilet Preparations

Toilet Soap, Vanishing, Cold and Skin Creams, Tooth Paste, Powder, etc.

Vaccines and Tuberculins

Prepared by the Laboratory of the Royal College of Physicians, Edinburgh.

Literature and Prices may be had on application

DUNCAN, FLOCKHART & CO.

EDINBURGH & LONDON (155 Farringdon Road, E.C.1)

Alkaloids

FINE CHEMICALS AND OPIUM DERIVATIVES

Aloin . Atropine . Bismuth Salts
Caffeine . Cantharidin . Capsicin
Chloroform . Chrysarobin . Codeine
Diamorphine . Emp. Canth. Liq.
Ephedrine . Ergotin . Eserine
Ethylmorphine . Gingerine
Hyoscyamine . Jalap Resin
Leptandrin . Morphine . Opium
Podophyllin Resin . Salicin
Santonin . Scammony Resin
Strychnine . Veratrine and other Pharmaceutical Chemicals and Preparations

Goods covered by Dangerous Drugs Acts offered subject to all regulations

T. & H. Smith Ltd

25 CHRISTOPHER ST., LONDON, E.C.2
Blandfield Works, Edinburgh, 32-34 Virginia St., Glasgow

M B

Gum Shellac . . . .
" Copal . . . .
" Damar . . . .
" Acacia . . . .
" Mastic . . . .
" Benzoin . . .
" Tragacanth . .
Japan Wax . . . . .

A. F. SUTER & CO., LTD.
133 Fenchurch St., LONDON, E.C.3
Telephone Nos.: MONUMENT 0947—0948
Telegraphic Address: SUTERESIN, FEN, LONDON.

HOPKIN & WILLIAMS LTD.
MANUFACTURERS OF FINE CHEMICALS

Announce the publication of

ORGANIC REAGENTS for METALS

describing the use of 17 organic substances in the detection and estimation of metals

61 pages *Price 1/3 post free*

16 & 17 CROSS STREET, LONDON, E.C.1

Phone: CLERKENWELL 1315. Grams: "ETHERMETH, SMITH, LONDON" Also 4073.

ALFRED WHITE & SONS, LTD.
(Established 1775)
Manufacturing and Export Chemists
28-31 ALLEN ST., GOSWELL ROAD, LONDON, E.C.1

ACIDS (Pure and Comi.)
BISMUTH SALTS
CHLOROFORM
CITRATES
ETHERS (all gravities)
HYPOPHOSPHITES
LIQ. AMMONIA
MERCURIALS
QUININE SALTS
SP. AMON. AROM.
SP. ETHER NIT.
IODINE PREPARATIONS, Etc.

CHEMICALS FOR RESEARCH, ANALYTICAL, PHARMACEUTICAL and TECHNICAL PURPOSES

J. F. MACFARLAN & CO.

●

MORPHINE	HYDRASTINE	SALICIN
CODEINE	PILOCARPINE	JALAP
APOMORPHINE	STRYCHNINE	EUONYMIN
DIAMORPHINE	ALOIN	HAMAMELIN
ETHYL MORPHINE	CHRYSAROBIN	IRIDIN
PAPAVERINE	PODOPHYLLIN	LEPTANDRIN
ATROPINE	and	OPIUM, RAW
EMETINE	SCAMMONY RESINS	and POWDER
ESERINE		PULV. IPECAC. CO.

Macfarlan's

ETHER AND CHLOROFORM

are unsurpassed in purity, stability and anaesthetic efficiency.

109 Abbeyhill, EDINBURGH. **32 Bethnal Green Road, LONDON, E. 1**

Works : ABBEYHILL and NORTHFIELD, EDINBURGH.

EVANS, GADD & CO., LTD.

Wholesale & Manufacturing Chemists

BRISTOL and EXETER.

Telephone: Bristol 20358, 20359.
" Exeter 2278, 2279.

Telegrams: Gadd, Bristol.
" Gadd, Exeter.

LARGE STOCKS. *DRUGS, GALENICALS, PATENT MEDICINES,* **QUICK DESPATCH.**

PROPRIETARY ARTICLES, SURGICAL DRESSINGS, VETERINARY MEDICINES, ETC.

SOUTH AFRICA

is steadily becoming a manufacturing country. The high tariff, just increased, fosters local industries and stresses the necessity for overseas Houses with important South African trade to explore the probable advantage of local manufacture. We already produce in South Africa for British and American proprietors many important Medicines and Toilet articles and have ample facilities at our Port Elizabeth Factory for more work. We can also distribute with maximum efficiency.

LENNON LIMITED

Head Office, CAPE TOWN

Branches throughout South Africa.

London Office,
12/14 Lafone St., London, S.E.1

A. & M. ZIMMERMANN

Petri Bros. Ltd. Proprietors

CHEMICALS
Pharmaceutical
Technical
Chlorophyll
All
Grades

ESSENTIAL OILS

COD LIVER OIL
Medicinal
and Cattle

Marseilles Soap

3 LLOYDS AVENUE
LONDON. E.C.3

N. V. SOCIETEIT VOOR CHEMISCHE INDUSTRIE
(KATWIJK AAN ZEE HOLLAND)

CAFFEINE PURE ALKALOID
CITRATE

THEOBROMINE PURE ALKALOID
SODA SALICYLATE

AND ALL OTHER SALTS
QUALITY STRICTLY B. P.

STOCKS HELD IN LONDON

Agent: ED. GREYER, Bush Lane House, BUSH LANE, E.C.4

'Phone: MANSION HOUSE 9030.

THE OLD STRAND

TOSCAT
REGD. TRADE MARK

SPECIAL PRICES
C.I.F. ANY PORT
FOR—

CODEIN SALTS
BROMURAL SUBSTITUTE
ETHYLMORPHIA HYDROCHLOR
PAPAVERINE
PHYTIN SUBSTITUTE

BROMIDES
CHLOROFORM
IODINE RESUBLIME
LACTATES
POTASSIUM IODIDE
SILVER NITRATE
TERPENE HYDRATE

ELDER FLOWERS
LIME FLOWERS

ALKALOIDS

AMIDOPYRIN
BARBITONE (Acid and Soda)
PHENAZONE
PHENACETIN
PHENOLPHTHALEIN
PHENYL ETHYL BARBITURIC
METHYL SALICYLATE

LOBELIA HERB
DAMIANA LEAVES
IPECAC (Rio Mattagrosso)
SAW PALMETTO BERRIES
LYCOPODIUM
ERGOT OF RYE
(Russian and Spanish)

ANISEED OIL
ROSEMARY OIL
PEPPERMINT OIL
SAFROL
CHAULMOOGRA OIL (T.K.)
VANILLIN
MENTHOL

CHEMICAL AND DRUG CO. Ltd.

AUDREY HOUSE
ELY PLACE, E.C.1

Telephone: Holborn 6093 (Two lines)
Telegrams: Olstrankem, Phone (London)

Roura & Forgas

14 Seething Lane
Gt. Tower Street
LONDON, E.C.3.

Telephone : Royal 2315-6 and 3080
Telegrams : Colleague, Fen, London

QUICKSILVER

Send your Enquiries to the

Sole Importing Buyers for the World

OF

MINAS de ALMADEN, MADRID. MONTE AMIATA, S.A.M., ROME. R. MINIERA Di IDRIA, TRIESTE. STABILIMENTO MINERARIO Del SIELE, LEGHORN. SOCIETA MERCURIFERA ITALIANA, ROME

QUININE

QUINIDINE
CINCHONINE
CINCHONIDINE

Sugar-coated Quinine Tablets and Pills.

and

SALTS

Gelatine-coated Oval Pills.

BANDOENG JAVA **BANDOENG QUININE FACTORIES** **AMSTERDAM De Wittenkade 48-50.**

Telegrams : "Kininefabriek Bandoeng." Samples, prices and particulars on application. **Telegrams : "Semadmy Amsterdam."**

Chemische Fabrik

JOH. A. BENCKISER, G.m.b.H., LUDWIGSHAFEN-ON-RHINE

TARTARIC ACID

IN POWDER CRYSTALS and GRANULATED

GUARANTEED IN STRICT ACCORDANCE WITH B.P.'32

ACID PYROPHOSPHATE OF SODA

Quality in all respects equal to Cream of Tartar, especially as regards stability of Baking Powder

BUSH *for*

ESSENTIAL OILS	
particularly	
ALMONDS	ENGLISH
BERGAMOT	W.J.B.
CEDARWOOD	ENGLISH
CINNAMON	ENGLISH
CLOVES RECT.	ENGLISH
GARLIC	ENGLISH
GERANIUM	BOURBON
LAVENDER	ENGLISH
LEMON	W.J.B.
ORANGE	W.J.B.
PEPPERMINT	W.J.B.
SANDALWOOD	B.P. BUSH

PERFUMES FOR SPRAYS AND DEODORIZERS

FLAVOURING ESSENCES

HARMLESS FOOD COLOURS

and

PERFUMERY MATERIALS
particularly
BENZOPHENONE
CITRONELLOL
COUMARIN
GERANIOL
HELIOTROPINE
HYDROXY-CITRONELLOL
PHENYLACETALDEHYDE
PHENYLETHYL ALCOHOL
TERPINEOL
VANILLIN
VIOLET, ALPHA and BETA
& COMPOUNDED PERFUMES

FINE CHEMICALS	
ACETANILIDE	CHLOROFORM B.P.
ACID ACETIC B.P.	CREAM OF TARTAR W.J.B.
ACID BENZOIC B.P.	ETHER ACETO ACETIC
ACID SALICYLIC B.P.	MENTHOL B.P.
AMYL ACETATE	METHYL SALICYLATE B.P.
ASPIRIN "FRE-FLO" BRAND	SODIUM BENZOATE B.P.
BENZYL ALCOHOL	SODIUM SALICYLATE B.P.
BENZYL BENZOATE	THYMOL SYNTHETIC B.P.

W. J. BUSH & CO. LTD.

ASH GROVE, HACKNEY, LONDON, E.8.

TELEPHONE: CLISSOLD 0461
TELEGRAMS: TANGERINE, LONDON

& AT
MITCHAM (SURREY), WIDNES (LANCS), NEW YORK, MONTREAL, MELBOURNE, SYDNEY, JOHANNESBURG.



Hubbuck's Pure Oxide of Zinc

is made by sublimation, and is warranted to contain upwards of

99·9 PER CENT.

of pure oxide; in fact, the impurities are not traceable

Thos. Hubbuck & Son, Ltd.

ESTABLISHED 1765

24 Lime Street, London, E.C. 3

MANUFACTURERS OF WHITE LEAD, WHITE ZINC, PAINT, OILS, COLOURS, VARNISHES, &c.

Australian Office: 34 Queen Street, Melbourne.

Sold by the following Wholesale Druggists in Boxes of **7** *lb. and* **14** *lb. stamped by the Manufacturers: also in* **1**-*lb. Boxes and* **1**-*lb. Glass Bottles:*

Allen & Hanburys, Ltd.
Ayrton, Saunders & Co., Ltd.
Bell, Jno., & Croyde n
Bell, John, Hills & Lucas, Ltd.
Bleasdale, Ltd.
Boots Pure Drug Co., Ltd.
British Drug Houses, Ltd.
Burgoyne, Burbidges & Co.,
Butler & Crispe Ltd.
Cockburn & Co., Ltd.
Dakin Brothers
Duncan, Flockhart & Co.
Evans, Gadd & Co., Ltd.
Evans Sons Lescher & Webb, Ltd.
Ferris & Co.
Gale & Co.
Glasgow New Apothecaries Co.
Goodall, Backhouse & Co.
C. R. Harker, Stagg & Morgan, Ltd.
Harkness, Beaumont & Co., Ltd.
Hatrick, W. R., & Co.
Hirst, Brooke & Hirst
Hodgkinson, Prestons & King
Horner, L. A., & Sons
Huskisson, H. O., & Co.
Lofthouse & Saltmer, Ltd.
Mackay, Jno., & Co., Ltd.
May, Roberts & Co., Ltd
Oldfield, Pattinson & Co.
Pinkerton, Gibson & Co., Ltd.
Potter & Clarke, Ltd.
Raimes & Co.
Raimes, Clark & Co., Ltd.
Rankin & Borland
Silversides, R. B. G.
Smith, T. & H., Ltd.
Southall Bros. & Barclay, Ltd.
Sumner, R., & Co.
Taylor, Jas. (Trongate), Ltd.
Thompson, John, Ltd.
Wilkinson & Simpson, Ltd.
Willows, Francis, Butler & Thompson, Ltd.
Woolley, Jas., Sons & Co., Ltd.
Wright, Layman & Umney, Ltd.
Wyleys (Lim.)

Barry, E. J., New York
Finlay Dicks & Co., New Orleans
E. Fougera & Co., 90-92, Beekman Street, New York
Chas. L. Huisking & Co., Inc., 155, Varick St., New York
Lehn & Fink, Inc., N. York
McKeeson & Robbins, Inc., New York
Muth Brothers & Co., Baltimore
Palmers, Ltd., Montreal
S. B. Penick & Co., Inc., New York
Roller & Shoemaker, Philadelphia
Schieffelin & Co., Inc., New York
Shoemaker & Busch, Philadelphia

WE **SPECIALIZE** IN
THE MANUFACTURE OF

GALLIC ACID · PYROGALLIC ACID

PURE & TECHNICAL **RESUBLIMED, PURE CRYSTAL & TECHNICAL**

WHOLESALE & EXPORT ONLY. Enquiries Invited.

J. L. ROSE, LIMITED, ABBEY ROAD, BARKING, ESSEX.

TELEPHONE: GRANGEWOOD 0076. TELEGRAMS: "GALLIC, BARKING."

"CREMAG"

EMULSIONS MAGNESIA PROPRIETARY

REGD. TRADE MARK.

Cream of Magnesia

(MIST. MAGNES. HYDROX. B.P., U.S.A.)

An antacid Emulsion in almost perfect suspension produced by the "Pattinson" method and therefore free from Alkali and Salts. Packed for the Wholesale Trade. Write for 12-oz free sample bottle to the Sole Manufacturers:



THE WASHINGTON CHEMICAL CO. WASHINGTON STATION CO. DURHAM

BRANCH OF TURNER & NEWALL, LTD.

STERLING BRAND CHEMICALS

MERCURIALS

SCALE PREPARATIONS

STEARATES

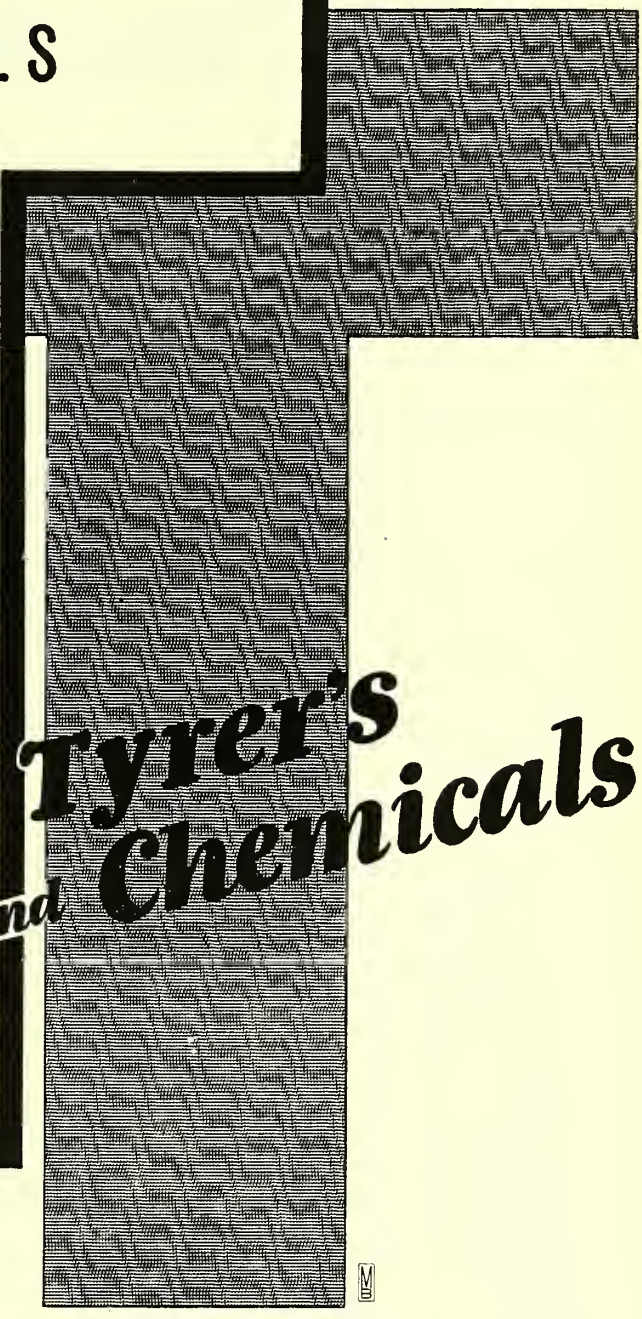
ACETATES

PHOSPHORIC ACID

RESEARCH CHEMICALS

BISMUTH

IODIDES



Thomas Tyrer's Sterling Brand Chemicals

Thomas Tyrer & Co. Ltd., Stratford, E.15

Established 1844

Telephone: Maryland 2510 (2 lines) *Telegraphic Address: Tyremicus, Phone, London*

PLAIMAR

SANDALWOOD OIL

B.P. and French Codex

DISTILLED BY PLAIMAR LTD., PERTH, W.A.

European Agents **MAXWELL, PLAISTOWE** *& Co. Limited*

22a College Hill, Cannon Street, London, E.C.4

Paris Address : Etbs, Plaistowe, II bis, Rue Volney

Telephone: Central 5859
Telegrams and Cables: Azucena, London

Codes: A B C,
5th & 6th editions, and Bentley's



LOOK FOR THIS SEAL—IT IS YOUR GUARANTEE OF QUALITY

EPSOM SALTS
Commercial and B.P. Qualities also Powdered

Glauber's Salt
Commercial and B.P. Qualities and Desiccated

Zinc Sulphate
Commercial and B.P. Qualities

Zinc Chloride
Fused, Granulated and Liquid

WILLIAM BLYTHE & CO., LTD.
Holland Bank Chemical Works
CHURCH
LANCASHIRE

Hyposulphite of Soda *Pea Crystals*

Lead Arsenate
Paste and Powder

Precipitated Sulphur

WEED KILLER

A list of our general Technical Chemicals sent on application

APOLLO

THE FINEST STICK LIQUORICE JUICE

MADE BY **MACANDREWS & FORBES, LIMITED**
BUSH HOUSE, ALDWYCH, LONDON, W.C.2

- **ALOIN**
- **CHRYSAROBIN**
- **EPHEDRINE**
- **PODOPHYLLIN**
- **QUININE**
- **SANTONIN**
- **STRYCHNINE**

Specify

CARNEBROS

Brand

ACETYLSALICYLIC ACID
AMIDOPYRIN
BARBITONE
CAFFEINE
EMETINE
GUAIACOL CARBONATE
IODIDES
JALAP RESIN
MENTHOL
PHENACETIN
PHENAZONE
PHENOBARBITONE
SALICYLATES
SALOL
SCAMMONY RESIN
Etc.

CARNEGIE BROS. LTD
MANUFACTURING CHEMISTS
227-229 ESSEX RD., LONDON, N.1

PHONE
CLISSOLD 4761—4 LINES

TELEGRAPHIC ADDRESS
CARNEBROS, LONDON

CODES
A B C 5th and 6th EDITIONS
ETC.

The Symbol of Quality

Immaculately pure pharmaceutical ZINC OXIDE manufactured by

The NEWCASTLE-UPON-TYNE ZINC OXIDE CO. Limited
BIRTLEY, COUNTY DURHAM

All enquiries to our Sales Office:—

RALPH NYE, BIDDLE & CO., Boston House, 63/4 New Broad Street, E.C.2

Telephone: LONDON WALL 2754 (3 lines) *Telegrams: "NYLEDOXYD, Phone, London."*

PATENT PHOSPHATES AND MERCHANDISE LIMITED

Growing demand for . . .

PURE RICE STARCH CRYSTALS

4 5 lb. papers and 56 lb. cases

"LUCCA" OLIVE OILS

Pyramid Flasks (Wickers) and also tins in cases, all sizes

ASK FOR OUR PRICES

6 FENNEL ST., MANCHESTER 4

THE DISCRIMINATING PHARMACIST

always uses

WESSANENS

PRIME

CACAO BUTTER

It is unequalled for the preparation of suppositories, pessaries, bougies, emollient ointments, etc.

Being free from adulterants and having a low melting point it can be relied on for all pharmaceutical purposes.

KEENLY COMPETITIVE IN PRICE

Your usual wholesaler can supply or you can get direct quotations from

A. PRESCOTT

12 BROOM LANE, BROUGHTON PARK

MANCHESTER 7



SENNA

NATIONAL ADVERTISING CAMPAIGN

The recent advertising in the daily press has created widespread interest and at the present time **SENNA** is a very popular seller.

Are you securing your share of this increased business ?

Many large firms of Chemists have given special window displays of both packed and bulk goods and considerable business has resulted therefrom.

It will be to your advantage to give this matter attention and if requiring supplies to order from your usual Wholesaler.

We hold large stocks of all grades, but are only in a position to supply original packages as imported, i.e., bales of Tinnevelly weighing about 400 lbs. each net and Alexandrian Pods in cases of about 1 cwt. each net.

We will be pleased to quote Wholesalers with samples on request.

JOHN RONALDSON & Co.

SENNA IMPORTERS

15 Seething Lane, LONDON, E.C.3

CHAS. ZIMMERMANN & CO.
(CHEMICALS) LTD.

9-10 ST. MARY-AT-HILL, LONDON, E.C.3

TELEGRAMS: INLAND:
"ACIDOLAN, BILGATE, LONDON."
TELEGRAMS: FOREIGN:
"ACIDOLAN, LONDON."

TRADE DEGA BRAND MARK

TELEPHONES:
ROYAL 1866
(4 LINES)

•

Essential Oils

•

Natural Flower Products

•

Compounds

•

Chlorophyll

•

Pure Food Gelatines

•

SPECIAL MEDICINAL PREPARATIONS

include

ANGIOLYMPHE (*Dr. Rous*)
ANTI-RHEUMATIC VACCINE (*Bertrand*)
ASTHMOLYSIN (*Dr. Weiss*)
BILIVAL (*Ingelheim*)
CADECHOL (*Ingelheim*)
CHINOSOL (*Original*)
DEVATOL-A (*Veterinary*)
KATHIOLAN (*Marcussen*)
LOBELIN (*Ingelheim*)
LYSOL (*Dega Brand*)
NIVEA CREAM (*Beiersdorf*)
NIVEA SOAP (*Beiersdorf*)
NORIT brand Activated Carbon
NORIT brand MEDICINAL active Carbon Tablets
PAPAIN (*Dega Brand*)
PEBECO (*Beiersdorf*)
POSTERISAN (*Dr. Kade*)
SUBITOL
SUBITINE
TERPICHIN (*Oestricher*)
ULTRAFERRAN brand Colloidal Iron Tablets

CHEMICALS

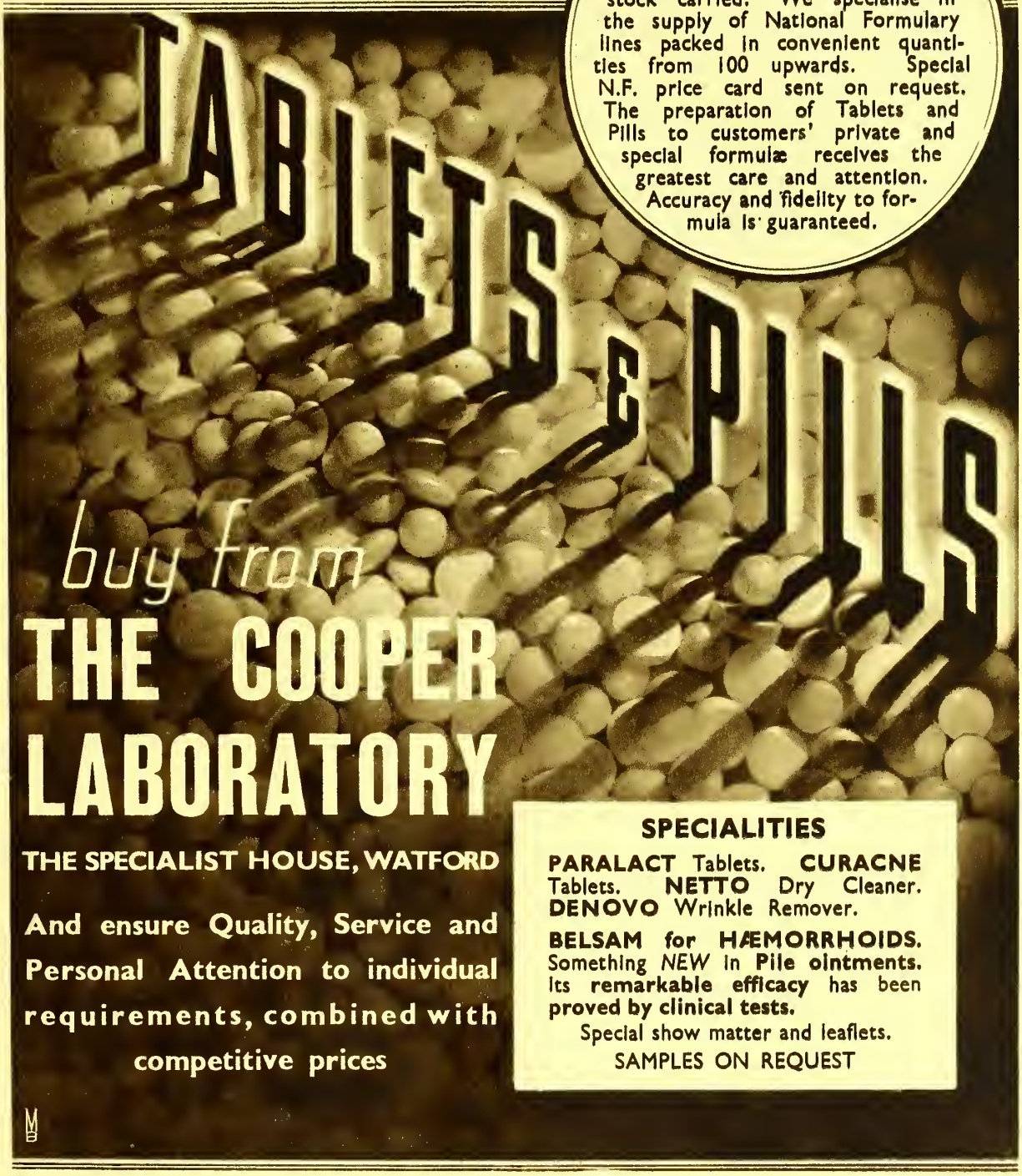
Acid Lactic
Acid Tartaric
Acid Tannic
Adrenalin
Aspirin
Bromides
Caffein
Carmine
Chloral Hydrate
Diastase
Hexamine
Lysol
Male Fern Extract
Methyl Sulphonal
Pancreatin
Phenolphthalein
Phenacetin
Quinine Salts
Saffron
Salol
Sugar of Milk
Sulphonal
Salicylates
Theobromine
Thymol
Yohimbin
Acid Phenyl Ethyl Barbituric
Etc., Etc.

WHOLESALE ONLY

TESTING SAMPLES ON APPLICATION

A FULLY-EQUIPPED PRINTING DEPARTMENT provides for every requirement ranging from own name labels for the retail Pharmacist to the preparation of special packs and literature for advertised proprietaries.

A FULL RANGE OF STANDARD TABLETS AND PILLS is manufactured and a comprehensive stock carried. We specialise in the supply of National Formulary lines packed in convenient quantities from 100 upwards. Special N.F. price card sent on request. The preparation of Tablets and Pills to customers' private and special formulæ receives the greatest care and attention. Accuracy and fidelity to formula is guaranteed.



OUR COMPREHENSIVE PRICE LIST WILL HELP YOU TO INCREASE SALES

WRITE FOR IT NOW

MARTINDALE

PEPTONE 'STERULES'
METHYL-ASPRIODINE
AMYLNITRITE 'STERULES'

THESE ARE THREE LINES WHICH ARE BEING EXTENSIVELY ADVERTISED IN THE MEDICAL PRESS.
MAY WE SEND YOU DETAILS?

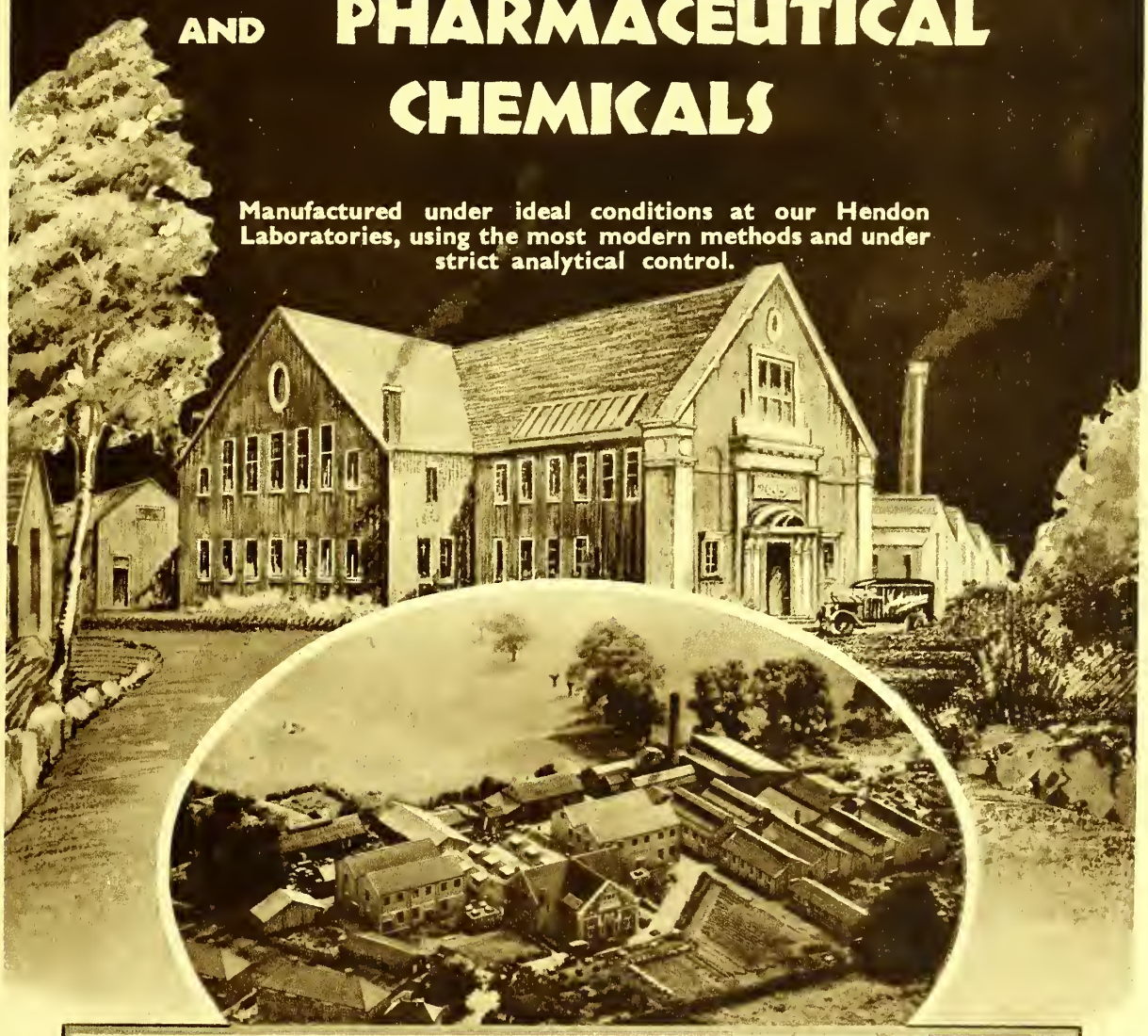
W. MARTINDALE
12 NEW CAVENDISH STREET
LONDON, W.1
Phone: Langham 2441. Grams: Martindale, Chemist, London

1933

JOHNSONS TRADE MARK of HENDON

MANUFACTURERS OF THE SCALES BRAND FINE, PHOTOGRAPHIC AND PHARMACEUTICAL CHEMICALS

Manufactured under ideal conditions at our Hendon Laboratories, using the most modern methods and under strict analytical control.



JOHNSON and SONS

MANUFACTURING CHEMISTS LTD.
HENDON, LONDON, N.W.4.

TELEPHONE: HENDON 8081 (3 LINES).
TELEGRAMS: "CAUSTIC," LONDON

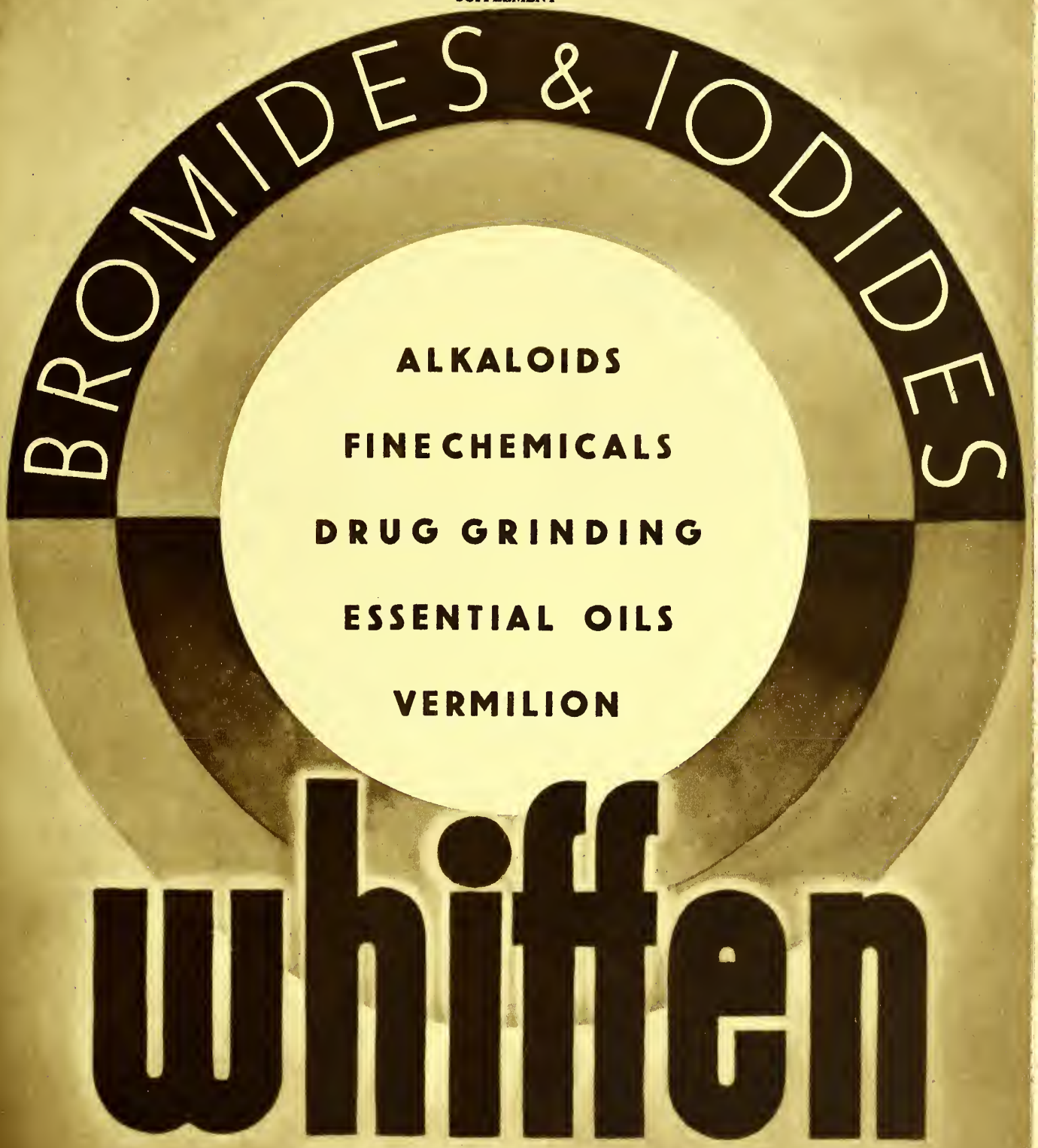
MANCHESTER OFFICE:
12, QUEEN ST., DEANSGATE



For QUALITY, SERVICE, and PROMPT DELIVERY

in all your pharmaceutical requirements

JAMES WOOLLEY SONS & CO. LTD., VICTORIA BRIDGE, MANCHESTER



WHIFFEN & SONS, LIMITED

INCORPORATING GEORGE ATKINSON & COMPANY • ESTABLISHED 1654

FULHAM, LONDON, S.W.6



JAYTEE'S HUILE D'OLIVE

The Aristocrat of Olive Oils

ELEGANTLY PACKED.
A PROFITABLE LINE, WORTHY
OF THE ATTENTION OF
DISCRIMINATING BUYERS.
FREE DISPLAY STAND WITH ORDERS OF
3 dozen ASSORTED SIZES.

Packed in	¼ *pts.*	½ *pts.*	*pints*	*quarts*	*(reputed).*
RETAIL	10½d.	1/3	2/3	4/-	per bottle.
	6/6	9/9	17/-	31/-	per dozen.

LAVILLE'S TOILET SPECIALITIES

A NEW RANGE OF SUPERIOR TOILET PREPARATIONS, RESERVED EXCLUSIVELY FOR PHARMACISTS.
ATTRACTIVE PACKINGS IN 4 oz. DAINTY WHITE FLINT, WITH BAKELITE CAPS.

y Rum, Bay Rum & Cantharidine,
lliantine, Coconut Oil Shampoo,
ycerine & Rose Water, Glycerine & Cucumber,
ir Cream (Non-Greasy), Hair Cream (with Oil),
ir Setting Lotion, Pine Shampoo,
a Foam Dry Shampoo,
nburn Lotion, Sun Tan Oil,
ilet Paraffin, Violet Oil.

TAIL 1/-
OZ. 6/6
ROSS 72/-

MINATE
ORE
OMPETITION

AKE A
ANDSOME
SPLAY

OWCARDS
PPLIED FREE



John Thompson
(WHOLESALE DRUGGISTS, 1921) **Ltd.**
27-35, DUKE ST., LIVERPOOL

SUN TAN OIL PRODUCES "THAT SUNSHINE-TAN COMPLEXION"

Nymfa BRAND aids to slimming



MORNING SALTS 7/6 doz. TABLETS 7/6 doz.
BATH SALTS (7 lb. bags 7/6 doz. Perfumed 1 lb. cartons 3/6 doz.)

Slimming for Fat Profits

Quick and Recurring Sales

BURGOYNE, BURBIDGES & CO. LIMITED

Manufacturing Chemists **LONDON, E.6** *Established 1741*

A good selling line for Pharmacists . . .

Nobby's Barley Malt and Hops



Stock this new syphon. Your customers will ask for it. Obtainable from your usual Wholesaler.

6 oz. tin 6d. makes 6 pints

12 oz. tin 1/- makes 12 pints

32 oz. tin 2/6 makes 32 pints

also sold in 7 lb. tins

ADVERTISING CAMPAIGN NOW IN FULL SWING

Obtainable from your usual Wholesaler, or direct from

NOBBY'S PRODUCTS LTD., 4 CANNON STREET, MANCHESTER 3


PATENT FOODS
PREPARED & PACKED UNDER YOUR OWN BRAND NAME
We specialise in the preparation and packing of foods to "Own Name" formulæ. Whether your order is for a few tins or a number of tons you will find quality of the best—Prices Right—and speedy delivery to any part of the world. Let us know your proposition. We guarantee satisfaction.
IN TINS OR TONS
GEO. KING & CO. LTD.
SYCAMORE ST.
LONDON, E.C.1.
"LACTREX" "WHEATREX" "OATREX" "VITREX"

COMPLETE SATISFACTION AND GOOD PROFIT

ELIMINATE ALL RISK OF WATER CONTAMINATION WITH

MAWSON FILTERS

For household or table supply. Absolutely efficient, they take up little room and eliminate all risks of impure water. Simple in construction and use. Spare parts easily obtained and fitted. Known and used all over the world.

THE MAWSON FILTER CO.
20 GRAINGER ST. WEST
NEWCASTLE-on-TYNE

Ask us to send you detailed list and terms.
Overseas enquiries specially invited.



Ucal

HEALTH SALT

THIS POPULAR HEALTH SALT
is essentially a Chemist's Line.
The price is strictly competitive.
It is a quick seller.

for sale by Qualified Chemists only

4 oz. 7½d. 1 doz. 4s. 6d. 6 doz. at 4s. 0d. 12 doz. at 3s. 9d.

8 oz. 1/- 1 doz. 8s. 0d. 3 doz. at 7s. 6d.



7½D. PER TIN Ucal HEALTH SALT

1/- PER TIN Ucal HEALTH SALT

Sample Tin sent you on request.



"FixwytE."

Dressing for Tennis Shoes, Cricket Boots, Leg Guards, Tennis Balls, &c.

No Water needed. Does not crack off.

CONVENIENT & EFFICIENT

Retail 9d. Tube
1 doz. 6/-. 9 doz. at 5/6.
12 doz. at 5/-.

THREE SHOWCARDS & WINDOW STREAMER AVAILABLE.

MB

United Chemists' Association Ltd.

MANUFACTURING CHEMISTS, **CHELTENHAM,** *and 4 & 6, KEITH GROVE, LONDON, W.12.*

Bottles

and Containers of Distinction

A reputation of over 80 years is behind each bottle we make. Sturdy, accurate, and well-finished, they add to the appearance of the finished article.

We make all kinds—medical flats, poison, embrocation, sauce, perfume, feeding bottles, jam jars, etc.

Keenly competitive in price. You can be sure of better British Bottles when you ask us to quote.



FREDERICK HAMPSON Ltd. PERSEVERANCE GLASS WORKS **SALFORD, 5** LANCS

Telephones: Trafford Park 0814/5 Telegrams: "Attention, Salford"

Licoricine

ACTS LIKE MAGIC

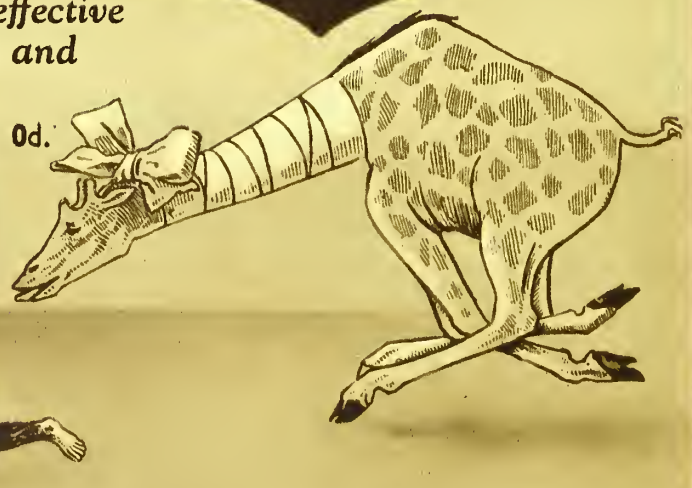
"No Case too bad!"

The recognised and really effective Remedy for Coughs, Colds and all Bronchial troubles

PRICES: 10½d. 1s. 3d. 3s. 0d.

TERMS.

10½d. size	8/6 doz.	Less 5% discount on £6 orders. Carriage paid on orders of £2 or over.
1/3 size	12/- ,,	
3/- size	27/- ,,	



LIBERAL SUPPLY OF COUNTER BILLS, SHOWCARDS AND NEW ADVERTISING MATTER
On Receipt of Post Card

Running Sixty years and never beaten

Order from your usual Wholesaler or direct from

MANDALL & CO. LTD., 17-23, STEPNEY RD., NEWCASTLE-ON-TYNE



WELL PACKED is WELL SOLD

Caps Jars and Containers made from Bakelite Moulding Materials give the final note of individuality that attracts sales. Experienced manufacturers know that packaging is half the sales battle—well packed is well sold.

The adaptability of Bakelite Moulding Materials to caps of every size, shape and colour makes possible the most attractive packages.

There are other advantages besides fine appearance when Bakelite Moulding Materials are used. Containers and stoppers thus made do not harm the contents and their colours do not "creep"; they are always hard, strong and have a permanent high finish; they screw on and off easily and seal tightly.

Manufacturers appreciating the increased saleability of well-packed goods, should consider the possibilities of Bakelite Moulding Materials. Particulars will gladly be sent by the manufacturers.

Articles illustrated are supplied by the County Chemical Co. Ltd., Birmingham.

BAKELITE

Reg. Trade Mark

BAKELITE LIMITED

Telephone: VICTORIA 5441 (4 lines)

68 VICTORIA STREET, LONDON, S.W.1

Works: BIRMINGHAM (Est. 1910)

PHARMACY FITTERS FOR OVER A CENTURY



SHOP FRONTS
FASCIAS
SIGNS

Philip Josephs & Sons Ltd.

90/92 ST. JOHN STREET,
CLERKENWELL, LONDON, E.C.1

Telephone: Clerkenwell 2191.
Telegrams: "Josiphiah, Barb, London."

Your Gift Display will be enhanced by a Philip Josephs window.

SHOW CASES
SHOP FITTINGS
SHOP ROUNDS



MB

"Mixing problems?...we haven't any



"All our mixing is done by *Gardner* Mixers and Sifters. The first one we installed thirty years ago is still doing good work for us.
"Yes, these others are all Gardner's and..

...the next will be a GARDNER'S too

GARDNER'S PATENT "RAPID" SIFTER & MIXER

The most popular the whole world over

WILLIAM GARDNER & SONS (GLOUCESTER) LTD., BRISTOL ROAD, GLOUCESTER.

Telephone: 2288 (2 lines) *Telegrams*: "Gardner, Gloucester."

REMBRANDT REVIEW

REMBRANDT REVIEW

NOW OUT



TO THE MANUFACTURING CHEMIST AND DRUGGIST

YOUR PRODUCT can be most accurately and faithfully illustrated, and more effectively SOLD, when your sales Literature is printed by Photogravure.

BEAUTIFUL BOOK about Photogravure—the most effective printing process of to-day—FREE.

48 pages of absorbing interest to every user of printed matter. The illustrations cover every type of subject. Beautifully printed by Rembrandt Photogravure, the REMBRANDT REVIEW offers a real object lesson in the way to "tell your story in pictures."

A copy of REMBRANDT REVIEW will be sent to any responsible Business Executive of a firm engaged in the manufacture of Drugs or Medicines.

HAVE YOU HAD YOUR COPY YET?

REMBRANDT PHOTOGRAVURE LIMITED
DRURY HOUSE, RUSSELL STREET
W.C.2

MODERN COMMERCIAL PHOTOGRAVURE

Established 1751

WILLOWS, FRANCIS, BUTLER & THOMPSON

LIMITED

Wholesale & Export Druggists

Manufacturers of Pharmaceutical Preparations

AN AMALGAMATION OF WILLOWS, FRANCIS & BUTLER, HERRINGS & CO., HENRY AYSCOUGH THOMPSON & SON, MACKEY, MACKEY & CO., CORBYN STACEY & CO., LTD. MANNERS & HOPKINSON

✦

WILLOWS' GALENICALS

Made from Chemically & Physiologically Tested Drugs.

✦

SOLE AGENTS FOR



AN EFFECTIVE TREATMENT FOR HAY FEVER.

73, 75 & 89A SHACKLEWELL LANE,

Telegrams : "*Forty, Kinland, London.*"

DALSTON, LONDON, E.8

Telephone : *Clissold* 6361 (4 *lines*)

To Conference Visitors

(and other interested readers)

Menley & James, Ltd.—known throughout half the world as the proprietors of "Iodex" and the manufacturers and/or distributors of high-class prescription lines including Neuro Phosphates (Eskay Brand) and the urinary antiseptic Pyridium—have pleasure in inviting you to visit their showrooms at 64 Hatton Garden. Alternatively they invite your attention to the following facts.

To Pharmacists

Menley & James, Ltd., offer a select range of compressed Tablets for Own Name trade! High quality, correct dosage, elegant appearance, distinctive pack, together with prompt and efficient service, guaranteed. All Tablets quoted at competitive prices. Full particulars of these and other lines on request.

To Owners of Proprietaries

Menley & James, Ltd., have unsurpassed facilities for the manufacture and/or distribution of products from private formulæ. Fidelity to formula and strict secrecy guaranteed. Modern machinery in a modern factory, and a world-wide organisation. Branches in Sydney, Port Elizabeth, Montreal, New York, Brussels, Lille, etc. Inquiries from Principals invited, and treated in confidence.

MENLEY & JAMES, LTD.

P.O. BOX 12A, 64 HATTON GARDEN LONDON, E.C.1

Telephone: HOLBORN 4703–4704 Telegrams: AMISOTO-SMITH LONDON

WE do not supply "packed goods" but specialise in bulk supplies for Wholesale packers and chemists who pack their own specialities, and invite enquiries for such lines as

Raspberry Vinegar
Shampoos
Disinfectants
Laxative Fruit Elixir
Composition Essence
Petroleum Emulsion with Agar Agar
Etc., etc., etc.

Samples upon application.

J. C. ARNFIELD & SONS
LIMITED,
Wholesale and Export Druggists,
Gadsby Works - - STOCKPORT
ESTABLISHED 1786.
Telegrams: "Chemicals" *Telephone: 4601 (2 lines)*

Tablets

Enquiries are invited for

ASPIRIN AND CASCARA TABLETS

IN BULK OR PACKED.

A Customer writes:—"Re Aspirin Tablets. Your sample was one of the best we have ever had, we anticipate doing good business with you if you can maintain that quality."—WE CAN, AND MEAN TO!!

LET US QUOTE YOU

CASTLE HUSKISSON, LTD.
Manufacturing Chemists,
Swinton Works, Moon St., Islington N.1
ESTAB. 1768.

Private formulæ Pills and Tablets carefully and accurately prepared at lowest possible prices.

Pills

CITRIC ACID
A British Product

IN THE COURSE of our daily contact with manufacturers of foodstuffs we have frequently been asked whether English Citric Acid should be termed "synthetic."

STURGE'S CITRIC ACID B.P. is the product of an entirely natural process for which the term "synthetic" is what Mr. Winston Churchill once called a "terminological inexactitude." Sturge's Citric is made from a pure sugar syrup; nature produces it under strict scientific supervision.

The modern methods now employed have achieved a remarkable control over this process with the consequence that the citrate of lime from which the acid is manufactured has improved out of all recognition. It is now a beautiful white granular powder that might itself pass as the finished product.

The introduction of this scientific control has benefited food manufacturers in more ways than one. First, it has resulted in a very decisive and noticeable improvement in the appearance, usefulness and reliability of the acid. Second, the consumer, by specifying *Sturge's* Citric Acid, now obtains an article absolutely uniform in consistency and chemical analysis. Third, he knows who produces it and where; knows that from first to last every man who has had a hand in its preparation is British through and through.

Last, but by no means least, by ordering *Sturge's* Citric Acid he is no longer dependent on seasonal and international vicissitudes. He is guaranteed a stable price level and certainty of supply.

STURGE'S
CITRIC ACID
naturally produced
under scientific control

JOHN & E. STURGE LTD. Wheeley's Lane, BIRMINGHAM
ESTABLISHED 1823

LOZENGES
PASTILLES

LIQUORICE & MENTHOL

Glossettes REGD.

Compressed Tablets

PACKED OR IN BULK, FOR WHOLESALE, RETAIL AND EXPORT TRADES

ERNEST JACKSON & CO., Ltd.

London Office: Plantain Place, Crosby Row, Boro', S.E.1

Works: CREDITON, Devon

'Phone: Hop 2668 and Crediton 10.

MEL ROSE—

NEW CENTURY CREAM

With all the Mel Rose curative properties, also an effective remedy for Sunburn troubles (sore skin, blistering, etc.), quickly restoring skin to normal condition. A little used prior to exposure to the sun, eliminates all the usual discomfort. Sold in tubes of convenient size and shape for the handbag - - Price **6d. & 10½d.**

MEL ROSE—

CREAM

Sold in jars for the dressing table. Contains all the remedial properties of the tablet made up in softer form **9d.**

MEL ROSE—

TABLETS

There is a demand for this product during the summer for keeping the skin in good condition. **2d. & 4½d.**

FOR YEAR ROUND SALES STOCK MEL ROSE PRODUCTS.

ROBERTS & SHEPPEY Sole Manufacturers

2 SKIPTON STREET, LONDON, S.E.1.

TABLETS

We specialise in tablets of all kinds. For 30 years we have been making them and use nothing but drugs of guaranteed purity.

SPECIAL LINE:—

TANNIC ACID CO. TABLETS (Solvellæ)

FOR THE TREATMENT OF BURNS

As advocated and described in the "Lancet"

Packed 12 Tablets in Glass Tube. Prices on application.

SAMPLE TUBE, POST FREE, SIXPENCE.

SPECIAL LINES:—
ANTI-OBESITY
REJUVENATIVE
CONTRACEPTIVE

All put up as Your Own Proprietary if required

Send for Samples and Prices of all Seasonable Lines.

SUPERIOR PRODUCTS. KEEN PRICES.

BUCKLEY-BOWKER TABLET Co., Ltd.

29 PARKFIELD STREET, LONDON, N.1.



CACHETS "FINOT"

(White or Coloured)

With inscriptions in any desired tint; also Plain or Embossed.

"A distinction all their own."—*C. & D.*

"Perfection of Cachets."—*Lancet.*

These Cachets are especially adapted for Headache, Neuralgia and other powders.

COOPER SON & CO. LTD., 80 Gloucester Road, SOUTH KENSINGTON

In 17 Sizes to fit the various types of Cachet Machines.

SUDEX FOR SENNA

Handpicked and carefully graded pods. Quantities and packing to suit individual requirements.

QUOTATIONS AND SAMPLES FROM

The Sudex Co., Ltd., 21 Mincing Lane, E.C.3

Specialists in

Private Formulæ made up

PILLS AND TABLETS IN BULK

Special Formulæ problems a feature

Wholesale only

40 years' practical experience in the Compressed Tablet and Pill Trade

THE TOWER PILL & TABLET CO., LTD.

46 Penton Street, London, N.1 Telephone: TERMINUS 6562

OUR SIDE AND YOURS

THE 'ASPRO' SALES POLICY









Two factors operate to produce for you the maximum 'ASPRO' sales. One is the 'ASPRO' advertising to the public which is carried on by the largest newspaper campaign of its kind in the world, backed up by periodic distribution of broadsheets and booklets into almost every home in the country. The other is the vast window display service available for all chemists. When you show an 'ASPRO' window display you definitely connect up with this huge advertising campaign. You obtain direct benefit in greater 'ASPRO' sales and additional benefit from the sale of other goods which you can sell to customers who come into your shop for 'ASPRO'. It definitely pays to show 'ASPRO' display matter in your windows continuously. Frequent changes are available so it does not get out of date. You can also increase your sales by utilising the 'ASPRO' advertising bag and envelope service. You make a definite saving, too. The prices are given below. Then there is the 'ASPRO' bonus which is equivalent to 17 per cent. extra profit if you buy 'ASPRO' on bonus terms. Why not order a bonus parcel through your wholesaler to-day and write us for an 'ASPRO' window show and a supply of bags or envelopes so as to obtain the maximum benefits from the large amount of 'ASPRO' sales that are about.





OUR SIDE, THE ADVERTISING SIDE, IS ALWAYS IN OPERATION, YOUR SIDE, THE DISPLAY SIDE, COMES INTO OPERATION WHEN YOU PUT IN AN 'ASPRO' WINDOW SHOW. THESE TWO FACTORS WORKING TOGETHER BRING INCREASED SALES ACTIVITY.

PRICES FOR 'ASPRO' PAPER BAGS AND ENVELOPES

Kristal Envelopes - - -	2/6 per 1,000	*Cash with Order*
Greaseproof 2oz. Bags - -	1/- per 1,000	
Greaseproof 2oz. Bags (long) -	1/6 per 1,000	

Agents:
GOLLIN & CO. PTY., LTD.
('Aspro' Dept.) SLOUGH, Bucks.
Telephone: SLOUGH 608

'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO LTD., Slough, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.

'ASPRO' REG. TRADE MARK

NEW PRODUCTS

now being advertised to
the Medical Profession

ACECOLEX

A trophic paste containing Acecoline for the treatment of Varicose Ulcers, Atonic Wounds, etc.

Tubes of 35 gm. Retail 6/–. Wholesale 56/– per dozen
„ 105 „ „ 13/6. „ 126/– „

HYPOTAN

Bromide Salts of synthetic Choline derivatives with Chloral for the sustained relief of Arterial Spasms.

Bottles of 44 Tablets. Retail 6/–. Wholesale 57/– per dozen

Your co-operation in promptly obtaining supplies when required will be appreciated.

Telephone: Holb. 6011. Telegrams: Ampsalvas, London

THE ANGLO-FRENCH DRUG CO. LTD.
11-12 Guilford Street, London, W.C.1



WRITE FOR PARTICULARS

ERGOAPIOL (Smith)

Protective Mark
Patented in U. S. and Foreign Countries

Ergoapiol (Smith) is identified by the letters "M. H. S." raised in the gelatin on the inside of each capsule—thus



Capsule cut in half thru the seam, showing initials.



Capsule intact, showing no mark objectionable to the physician.

[Ergoapiol (Smith) is to be had only in packages of twenty capsules each—never supplied in bulk or other form.]

MARTIN H. SMITH CO., New York, N. Y., U. S. A.

Ampoule Files



THE GREATEST PRODUCTION IN THE WORLD
THE BEST. THE CHEAPEST.

Prices and Samples sent on application to
SIM Ltd., Morges, Switzerland.

'CLARKES'

BRAND

WORLD-FAMED BLOOD PURIFYING MEDICINE

'BLOOD MIXTURE'

Registered Trade Mark Brand

UNSTAMPED STOCK

FOR SALE IN GREAT BRITAIN

(BY CHEMISTS ONLY)

	Retail	3 doz. Cases	12 doz. Cases
'Clarkes' 'Blood Mixture' BRAND (LIQUID OR TABLETS)	3/-	£4/1/-	£15/6/-

NET. CARRIAGE PAID. PACKING FREE

ASSORTED ORDERS

	Retail	Min. value £4/1/0 — per doz.	Min. value £15/6/0 — per doz.
'Clarkes' 'Blood Mixture' BRAND	3/-	27/-	25/6
,, ,, ,,	12/-	108/-	102/-
,, ,, ,,Tablets	3/-	27/-	25/6
'Clarkes' Skin Lotion BRAND	- 1/3	11/6	10/6
'Clarkes' Salve BRAND -	- 1/3	11/6	10/6
,, ,, -	- 3/-	27/-	25/6
,, ,, -	- 5/-	45/-	41/6
'Clarkes' Aperient Pills BRAND	- 1/3	11/6	10/6
,, ,, ,,	- 3/-	27/-	25/6
'Clarkes' Medicated Soap Box 3 Tablets	2/6	8/-	7/6
Single Tablet	1/-		

Orders may be assorted as desired at above rates, provided the minimum values reach **£4/1/-** or **£15/6/-** respectively.

Carriage Paid. Packing Free
Terms—Strictly Net, Monthly Account

Order Your Supplies NOW, either Direct or through your usual Wholesale House

The Lincoln and Midland Counties Drug COMPANY, LIMITED

PARK STREET, LINCOLN

Telegrams: 'Lindum, Lincoln.' Telephone: Lincoln 55

For OVER 75 YEARS

Dr. J. Collis Browne's CHLORODYNE

has maintained a

WORLD-WIDE REPUTATION

TO-DAY'S DEMAND BEING GREATER THAN EVER.

ARE YOU GETTING YOUR SHARE OF THIS INCREASE?

Be sure you hold stocks to meet the demand and remember that

Dr. J. Collis Browne's CHLORODYNE

IS ONLY SOLD THROUGH CHEMISTS

SIZES **1/3, 3/-**

Order from your Wholesaler with other goods.

SOLE PROPRIETORS:
J. T. DAVENPORT Ltd.
UNION STREET, S.E.1

SUPERIOR SERVICE SPELLS SUCCESS!

FOR COMPLETE SATISFACTION YOU CAN RELY ON

D. MAWDSLEY & Co.

If your business is to be a success, you require a "superior service"—efficient and unfailing.

Our object has been to achieve the highest degree of efficiency by constantly improving our organisation and by increased effort of an enthusiastic staff.

We feel that we meet a real need. Our prices are keen and our service both speedy and reliable. Our catalogue is yours for the asking and a post card will bring our representative to give full details of our service and organisation.

PATENT MEDICINES, PROPRIETARIES, SURGICAL DRESSINGS, WINES, etc.

THE HOUSE FOR PERSONAL SERVICE

RIGA ST., SHUDEHILL, MANCHESTER

NEOKLENZ NATURE CURE

Ready to take in its natural state.

Cures Constipation and Rheumatism.
Cleanses the Liver and Kidneys.

9d. size 5/- per Doz.
1 Gross Free Samples with 3 Dozen.

Dr. NORMAN'S ASTHMA CIGARETTES

9d. size 6/- per Doz.
Smartly packed and Showcards.

ATLAS KATTLEKURE

The Wonder Ointment.

1/6 size 12/- per Doz.
2/6 „ 20/- „ „
5/- „ 40/- „ „

Your enquiries are invited and appreciated.

Sole Proprietors :
CARTER BROS., SHIPLEY, YORKS.

·Iglodine·

THE SAFE AND PURE ANTISEPTIC,

And its Kindred Preparations, are Dependable, Quick-Selling and Profitable to the Chemist.

THEY SATISFY BUYERS AND BRING REPEAT ORDERS!

IGLODINE, the Ideal Home Healer, is Highly Recommended by the Medical Faculty, and Retails at **10½d., 1/6** and **3/-** per Bottle. **IGLODINE Specialities include — EMBROCATION, TOILET SOAP, OINTMENT, CREAM, THROAT TABLETS, SUPPOSITORIES, SHAVING STICK, PASTILLES, NASAL DOUCHE, SALICYLATED : Also FIRST-AID OUTFITS.**

P.A.T.A. Photo-Litho Showcards. Window Display Scheme Particulars and Prices from

THE IGLODINE Co., Ltd., NEWCASTLE-ON-TYNE.



Wholesale Prices

1/3 Size
11/6 per dozen net
3/- Size
27/6 per dozen net

Carriage Paid Gross Quantities or equivalent.

Manufactured only by
J. F. WHITE & CO., Chemists
BENSON STREET, LEEDS.



Unprecedented Profits

Send an order to your regular wholesaler for three of the new Daisy container display cards (30's) costing 2/9d. each. You will make no less than 82% profit on your outlay.
Make the heavy Daisy advertising swell your own turnover and profits by always keeping this card on display.

J. E. ELLIS LTD.
Horsforth, LEEDS

This illustration is reproduced in the National Press

10,000,000

times each week





GOOD! IT'S MASON'S

THE FINEST BEVERAGE FOR THE HOME IS THE BOTANIC BEER

MADE FROM

MASON'S EXTRACT OF HERBS

THE NATIONAL BEVERAGE: SELLS FREELY EVERYWHERE

ATTRACTIVE DISPLAY CARDS

WINDOW SHOW ALLOWANCE WITH OPENING ORDER

Apply for terms to:

NEWBALL & MASON LTD., NOTTINGHAM

IMPORTANT NOTICE

MALT EXTRACT and MALT & COD LIVER OIL should now conform to the 1932 B.P. Standards.

Our products more than conform to this standard and new season's supplies are now available.
An excellent range of new labels is at your disposal.
Before booking your next contract, we suggest that you ask us for samples and prices.
We offer superior quality Malt products at interesting prices.
Send that postcard now!

C. TOLKIEN & CO. LTD.

MALT EXTRACT WORKS SILSDEN YORKSHIRE

Telephone: STEETON 69 *Telegrams:* REMOGEN, PHONE, STEETON

London Address: **461a CALEDONIAN ROAD, N.7** 'Phone North 5047

An agreeable addition to the popular Galen group





GLYCERINE PASTILLES with Lemon Flavour: The old-time favourite soother of tired and sore throats—glycerine and lemon. This new Galen pastille is recommended for the purity of its ingredients, convenient packing and reasonable retail price of **1/-** per 4 oz. tin.

CINNAMON LOZENGES: An effective lozenge highly medicated with the purest oil of cinnamon. **6d.** per tin.

SISTER'S THROAT PASTILLES: Enjoys a strong demand. A warming and soothing pastille of the Chlorodyne type. Packed in 4 oz. tins at **1/-** each. Also in 6d. tins.

MITCHAM MINTS: Are hand-made lozenges with a high content of real Mitcham ol. menth. pip. **6d.** per tin.

GLYCERINE & BLACKCURRANT PASTILLES: A blending of real blackcurrant fruit juice and glycerine. The popular fruit throat pastille, welcomed for its agreeable flavour and efficacy. In 4 oz. tins at **1/-**.

GALEN PRODUCTS

GALEN PRODUCTS
REGD TRADE MARK

Manufactured by
THE GALEN PRODUCTS CO., LTD.,
STOCKPORT

HEWARDS of TWICKENHAM



FOR ALL KINDS OF

ELASTIC HOSIERY

BELTS, TRUSSES, SUSPENSORIES
and ALL KINDS OF SURGICAL APPLIANCES

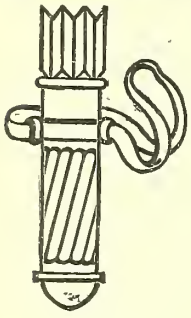
MADE IN LONDON
WITH BRITISH MATERIALS
BY BRITISH LABOUR

Write for Samples and Prices.

'Phone: Popesgrove 2094.
'Grams: "Beltruss, Twickenham."

THE R. H. HEWARD COY.
Crown Road Works, Twickenham, England

REGD. TRADE MARK



QUIVER OF THREE ARROWS

A TRIUMPH OF BRITISH ENTERPRISE

THE BEST HYPODERMIC AND SERUM

RECORD SYRINGES

ARE NOW

BRITISH MADE

AND NO DEARER THAN FOREIGN ONES

Order from your Wholesaler and be sure to have this Trade Mark which is your safeguard as it carries the Maker's Guarantee.

Ask your Wholesaler about our British Repair Service . . . No vexatious delay.

THE LEADING WHOLESALERS IN LONDON AND THE PROVINCES
CAN SUPPLY THESE SYRINGES WITHOUT DELAY AS AMPLE SUPPLIES ARE NOW AVAILABLE

Your Wholesaler Can Supply

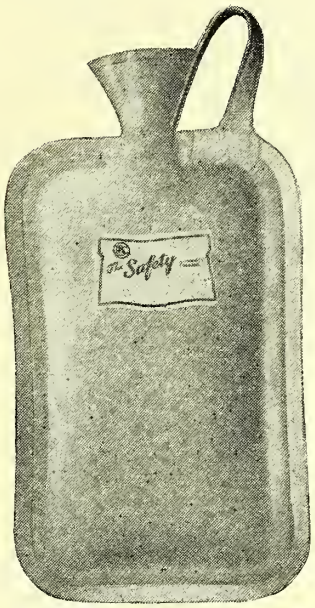
MISS MUFFET TOILET ROLLS



675-700 Sheets of 100% Pure White Paper. Free from advertisement (printing ink is dangerous). Neatly reeled—well perforated—packed in dust-proof cartons.

IN CARTONS

THE MISS MUFFET TOILET PAPER CO., West Bridgford, Nott'm.



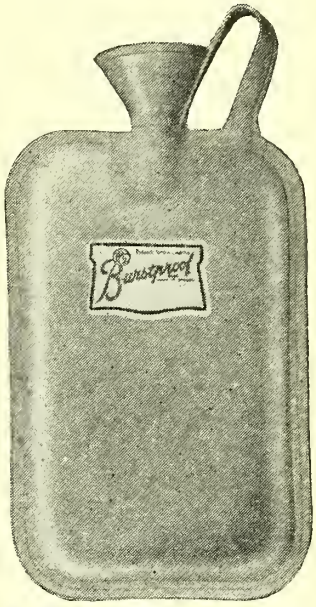
GUARANTEED FOR 1 YEAR

★ Consistent good Service—Persistent hard wear. The "SAFETY" enables you to meet the low price demand with profit and security.

REDUCED PRICES

PATENT SEWN SEAMS ★
Greatest known strength and durability. The "Burstproof" is the most reliable hot-water bottle ever made, and is backed by 50 years of manufacturing tradition.

Apply now for special descriptive brochure and prices.



GUARANTEED FOR 2 YEARS

P. B. COW & Co. Ltd., Streatham Common, S.W.16

To BUYERS of TRUSSES!

The most complete up-to-date facilities for the manufacture of **RUPTURE APPLIANCES** of every known **English and American** pattern are operating at

BLACK BULL WORKS, MARKET ROAD, LONDON, N.7

Hard Rubber, Celluloid, Leather and Mole
Covered and Elastic Band Trusses, under the

"MASTER" BRAND TRADE MARK



are sold in all Markets of the World.

"KO-RALLIUM." A new flexile covering for Steel Springs, is immune from Warping, Cracking, Shrinking or Peeling, Non-Inflammable, Impervious to Moisture, Neutral to URIC ACID Secretions.
Supersedes Hard Rubber or Celluloid.
Get to know of this. **It is Something Different!**

Suspensory Bandages and Jock Straps
We offer distinctive lines of outstanding value. Our weaving sheds allow of all intermediate profits being passed to our customers.
Write for sample range at Special Rate, then compare.

F. SCHUTZE & CO., LTD.
Black Bull Works, Market Road, London, N.7

SUMMER
BRINGS THE DEMAND
FOR

"Hobson's Choice" FEET PLAISTERS POWDERS

Aided by our advertising in Newspapers, Trams, Railway Bills, etc.

REPLENISH YOUR STOCK
NOW

Should you have any stock old or soiled return direct to us and we will replace, and for advertising matter also send direct to:—

HOBSON, TRIMBLE & CO. LTD.
LEEDS, 2



SOL-VO
REGD
TOILET PAPER

PURE - SOFT - HYGIENIC
(Completely Wrapped)

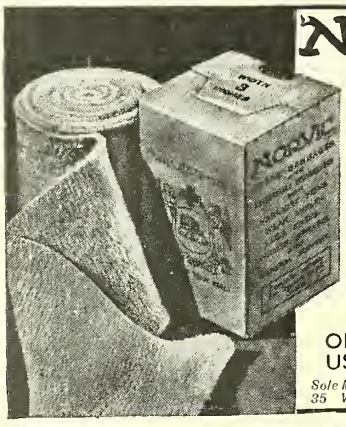


SELLING AIDS.

A display Showcard and "Personal Hygiene" leaflets with every order.
750 perforations to every roll.
No dirty edges, completely wrapped and sealed.

3 Doz. @ 6/- Doz. 6 Doz. @ 5/9 Doz. 12 Doz. @ 5/3 Doz.
CARRIAGE PAID—NET.

FORD, SHAPLAND & CO. LTD.
PRINTERS & WHOLESALE STATIONERS,
GREAT TURNSTILE, HIGH HOLBORN, LONDON, W.C.1
Telephone: HOLBORN 4695.



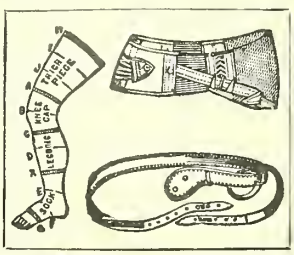
NORVIC
CRÊPE BANDAGES AND BINDERS
• • •
A small display increases sales
ORDER FROM YOUR USUAL WHOLESALER
Sole Manufacturers: Grout & Co., Ltd. 35 Wood Street, London, E.C.2

SOUTHALLS
The "ORIGINAL" and Most Popular
The "K." All wool in knitted cover, very soft
The "CELTEX." Made of Cellulose for easy disposal.
From your Wholesale House, please.
SANITARY TOWELS

J. H. HAYWOOD, Ltd. CASTLE GATE NOTTINGHAM

Teleg.: "Appliance, Nottingham." Established 100 years. 'Phone: 40488 Nottm.

SURGICAL APPLIANCE MANUFACTURERS



SPECIALITIES FOR SUMMER
Elastic Hosiery, with or without seams, suitable for summer wear.
Trusses, Spring and Elastic, Suspensory Bandages, Abdominal Belts, made from porous materials.
Elastic and Leather Supports, for Cricket, Tennis, Golf and Boating.
Goods for Toilet and Seaside trade.
India Rubber Appliances, Nursing Requisites, Druggists' Sundries, etc.

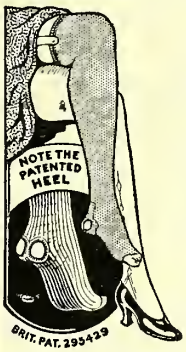
The World's Best Seller for VARICOSE VEINS

is the famous

REG-D.
"Academic" RUBBERLESS STOCKING

This wonderful stocking is medically approved and highly recommended because it gives instant relief and lasting comfort in cases of varicose veins,

Painful and Swollen Legs and Ankles
and other
LEG TROUBLES
It preserves
BEAUTY of the LEGS
by restoring their graceful shape.



The patented heel is most effective and ensures strong and correct support. It always retains its position, never curls—therefore no discomfort or damage to outer silk hose.

COMFORTABLE, HYGIENIC, WASHABLE, INVISIBLE under finest silk hose.

Made in England.

Our National Advertising keeps up sales everywhere.

All the best class chemists and leading London and Provincial Stores stock the Academic Rubberless Stocking.

Write for descriptive literature and trade terms

"ACADEMIC" DEPOT, 158-162 Oxford Street, London, W.1
Phone: Museum 6313

PERKEN, SON & CO., LTD.

Established 1852.

Contractors to H.M. Government.

THE
"MATER"
CLINICAL
REGD.



ALL TYPES OF CLINICAL AND OTHER THERMOMETERS

Price List on Application.

94 HATTON GARDEN, LONDON, E.C.1

Telephone: 0724 Holborn.
Telegrams: "Optimus, Smith, London."

STAINLESS STEEL HOSPITAL BOWLS



KIDNEY DISHES

These products are of heavy gauge steel with substantial beaded edge to withstand heavy wear, mirror polished inside and out. These sparkling utensils will shine like silver permanently.

BRITISH STAINLESS PRODUCTS LIMITED, SHEFFIELD

MOSANS

Non-Greasy, Odourless

QUININE PESSARIES



15/- per dozen boxes

RETAIL **3/6**

ORDER THROUGH ANY WHOLESALER

Avoid Imitations and see the No. 332117 on each box

WILSON

Surgical Industrial & Household GLOVES

"The temper of Finest Steel"

SUPPLIED TO THE TRADE EXCLUSIVELY

WILSON GLOVES

WILSON RUBBER CO. LTD.
85 Buckingham Avenue,
Slough, Bucks.

MORFI RUBBER PRODUCTS

KAYDOR LTD.
109 Charlotte Street
Telephone: Museum 9143. LONDON, W.1



Forster's "Eldon" *Vapouriser* FOR USE WITH NIGHT LIGHT

Retail, 1/9. Wholesale, 15/-.
Also Forster's "Fenolin Fluid" For Whooping Cough.
Write for particulars
HALL, FORSTER & CO., Ltd., Newcastle-on-Tyne.

"DUREX"

LIQUID LATEX PROTECTIVES

MADE IN ENGLAND

"A STANDARD LINE OF MODERN PHARMACY"

For samples (gratis) and prices write to

THE LONDON RUBBER COMPANY,
"ELARCO HOUSE,"
183, ALDERSGATE STREET,
LONDON, E.C.1

Proprietors also of
"ELARCO" AND "BIRCON"

BRADY & MARTIN
LIMITED

Actual Manufacturers of—

GALENICALS, MILLED OINTMENTS, CAPSULES, PILLS, TABLETS, MALT EXTRACTS, COD LIVER OIL EMULSIONS.

ORIGINAL MAKERS of THYROID EXTRACTS for THERAPEUTIC USE (1891) AND MAKERS ALSO OF OTHER ENDOCRINE PREPARATIONS

The following are a few of Brady & Martin's Branded Preparations which have a large sale and are supplied on liberal discount terms :—

HEPATISAL, KRITHOL
SEPTOPHON CREAM
ALVOLAX

GLUCO-CITRAL: THE NEW GRANULE
producing an ideal summer tonic beverage.

PROMPT SERVICE :: KEEN PRICES :: SOUND QUALITY
offered to all
PHARMACISTS OF THE NORTH

VISITS AND ENQUIRIES INVITED :: SPECIAL QUOTATIONS FOR QUANTITIES
SEASONABLE PACKED GOODS "OWN NAME"

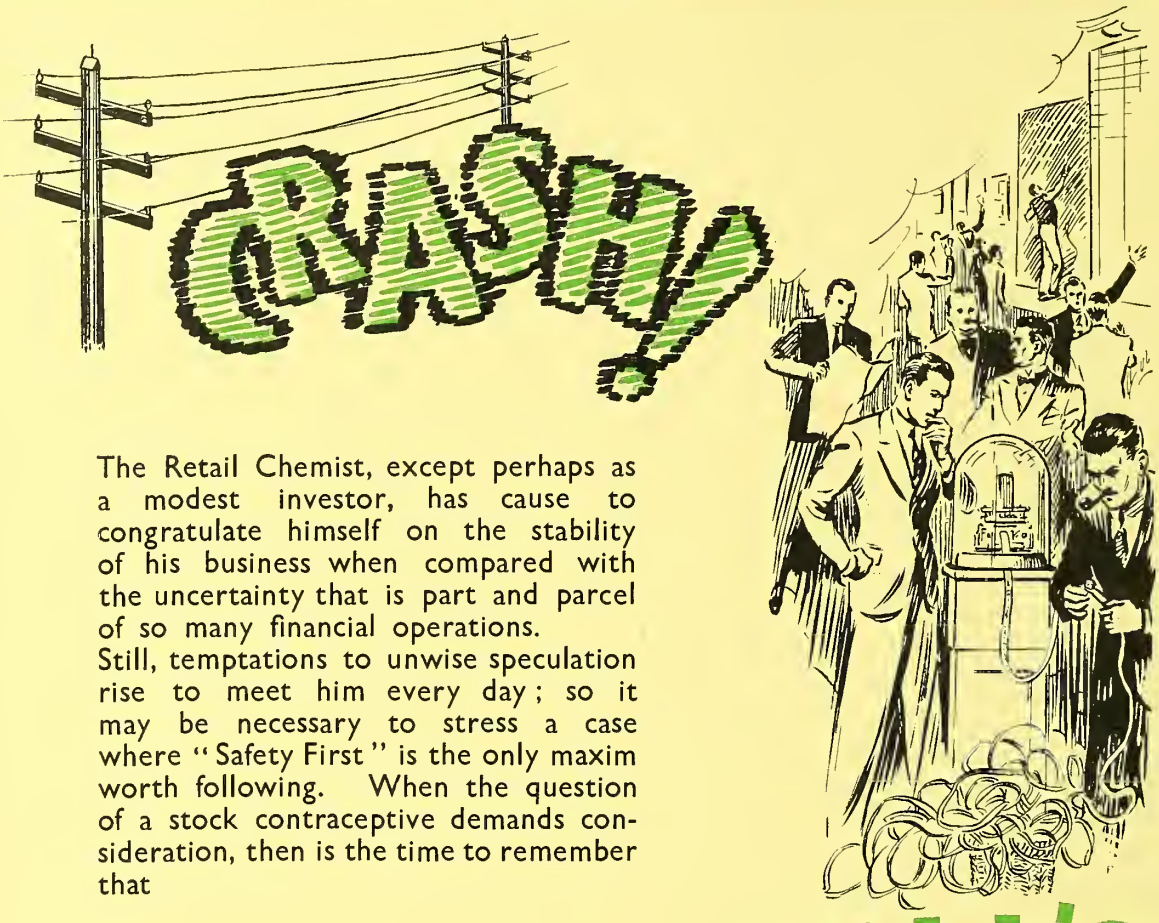
Address all communications to :—

NORTHUMBERLAND ROAD, NEWCASTLE-on-TYNE



FREQUENT MOTOR VAN DELIVERIES TO THE TYNE, WEAR and TEES AREA.

Telegrams : "MARTIN" Newcastle-on-Tyne.
Telephone : NEWCASTLE 24367 (2 lines).



The Retail Chemist, except perhaps as a modest investor, has cause to congratulate himself on the stability of his business when compared with the uncertainty that is part and parcel of so many financial operations.
Still, temptations to unwise speculation rise to meet him every day; so it may be necessary to stress a case where "Safety First" is the only maxim worth following. When the question of a stock contraceptive demands consideration, then is the time to remember that

RENDELL'S
PESSARIES

for 50 years have had no rival in public and medical approval

CHEMISTS—Consider the facts

Rendell's, recommended by users and doctors, are known to be safe, efficacious and satisfactory, and customers asking for them will accept nothing else. Rendell's have proved to be the strongest bond between individual chemists and their customers. They are backed by sound advertising support. Write for details.

As Trustee of the Public Safety let your stock be **RENDELL'S!**

W. J. RENDELL LTD.
HARDWICK HOUSE,
161-165, ROSEBERY AVENUE, LONDON, E.C.1.

MARKETING IN THE BRITISH EMPIRE



FASSETT & JOHNSON, Ltd. offer a Complete Marketing, Selling and Distributing Organisation of many years reputation and standing in

- GREAT BRITAIN,
- AUSTRALIA,
- NEW ZEALAND,
- SOUTH AFRICA,
- INDIA,

also on the

- CONTINENT of EUROPE

FASSETT & JOHNSON, LTD., Specialise in the Marketing of PROPRIETARIES AND BRANDED GOODS, PHARMACEUTICAL PREPARATIONS, TOILET REQUISITES, in the above Territories.

Every Branch directed by Capable and Experienced Managers.
A Large Outdoor Sales Force.
A thorough Knowledge of the Markets of Territories covered.
Ample Warehouse Facilities in all the large centres.

FASSETT & JOHNSON LIMITED

86 CLERKENWELL ROAD, LONDON, E.C.1

AUSTRALIA
36/40 Chalmers Street,
Sydney, N.S.W.

NEW ZEALAND
Levy Building,
Manners St., Wellington.

SOUTH AFRICA
15 Bree St., Cape Town,
and at Johannesburg.

The Home of Good Health

IT is appropriate that the delicious food beverage upon which millions of people rely to fortify their health should be made under the best possible conditions.

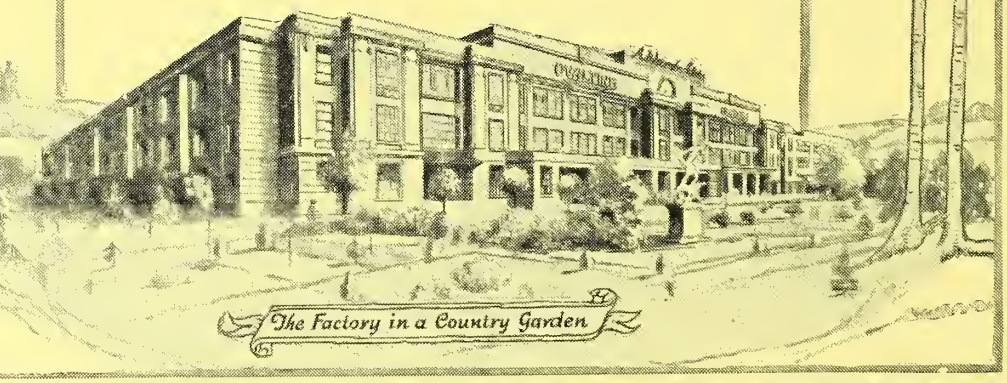
In the heart of beautiful Hertfordshire is situated the factory in a country garden—described by authorities as the "ideal of what a food factory should be." Around it is a garden with trim lawns, flower beds and tennis courts.

The factory itself is a magnificent building. The inside is in keeping with the outside. Lofty rooms with large windows to admit the sunshine; tiled walls and white enamelled ceilings: with never a crevice or a crack where dirt or dust can collect.

Every modern device and mechanical appliance is employed throughout the factory. The unique method of preparation which is exclusively employed for "Ovaltine" necessitates the use of machinery which has been specially designed and constructed.

The most exhaustive laboratory tests are made of every ingredient, in order that only the finest qualities of malt, milk and eggs are used. The proprietors of "Ovaltine" are by far the largest purchasers in the world of these products for the manufacture of a food beverage. Every process is carefully checked and tested at every stage.

"Ovaltine" contains no added cane sugar to give it bulk and cheapen the cost. It supplies in a highly concentrated form, and to a supreme degree, the nutritive elements of the well-chosen ingredients—ripe barley malt, rich creamy milk and new-laid eggs from our own farms and other selected sources. There is only one "Ovaltine." Keep this profitable seller prominently displayed.



The Factory in a Country Garden

Obtainable only from Chemists



Packed in half gross cartons free

All orders carriage paid.

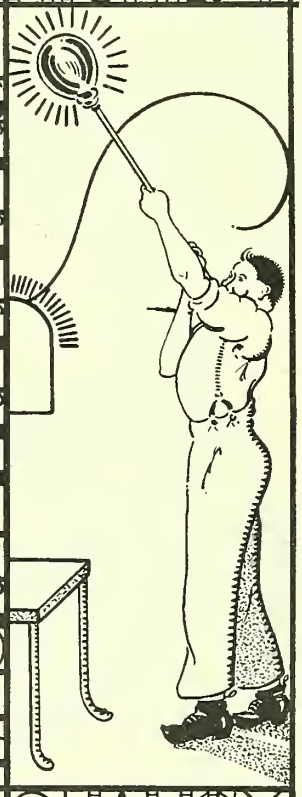
Showcards and free samples on application.

Awarded the Certificate of the Institute of Hygiene for PURITY.

J. RUTHERFORD & Co. Ltd.

Victoria Paper Mills, Victoria Road, Holloway, London, N.7

PHARMACEUTICAL



W HIGHEST

DISPENSING BOTTLES
CHEMISTS ROUNDS
FEEDING BOTTLES
SOXHLET BOTTLES
EYEBATHS
SPRINKLER BOTTLES
OPAL AND FROSTED GLASSWARE

QUALITY GLASSWARE

K. GRAHAM

DESIGNERS & MANUFACTURERS
OF · GLASSWARE · FOR · PERFUMES
COSMETICS · AND · BATH · SALTS

WOOD BROS. GLASS Co
LIMITED
(ESTABLISHED 1828)
BARNSLEY • • • ENGLAND

CORKS
for Chemists.

Send us your Enquiries
and compare our prices.
Wholesale and Export.

C. OLLEY & SONS, LTD.
Established 1844.
Camperdown St. and Gt. Alie St., London, E.1
Tel. No.: Royal 2868. Tel. Ad: "Circumference, Ald, London."

METALLIC CAPSULES
FOR ALL KINDS OF BOTTLES AND JARS.

The Tonkin Metallic Capsule Co.
Proprietors : C. Olley & Sons, Ltd.



Glass Bottles

MEDICAL FLATS,
PANELS, POISONS, etc.

Good Quality - Keenest Prices

Buy from the actual makers

Wm. HANSON & SONS Ltd.
ROSEGROVE, BURNLEY
ESTABLISHED — 1912

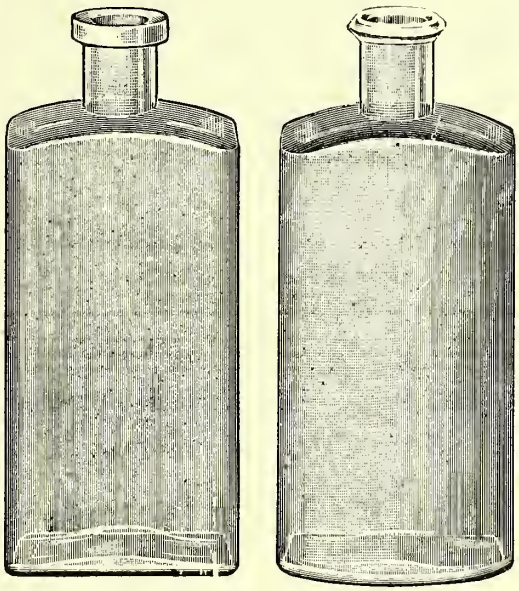
BEATSON, CLARK

& COMPANY, LIMITED

Chemical and Medical Glass Manufacturers,

ROTHERHAM, YORKS

The Chemists who are doing the business are the Chemists who turn the work out well.



Round Cornered Flat **Oval Fronted Flat**

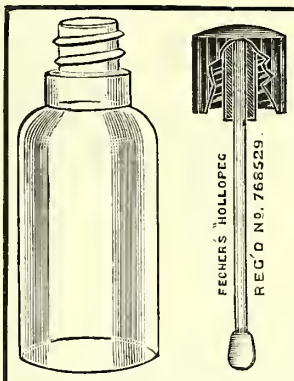
There is no better help than a smoothly finished, bright, attractive bottle.

REASONABLE IN PRICE SATISFACTORY in FINISH

Telegrams : BEATSON, ROTHERHAM.

'Phone : No. 88, ROTHERHAM.

ESTABLISHED 1751



Screw Neck Corn Solvent or Iodine Bottles with Green Bakelite Caps

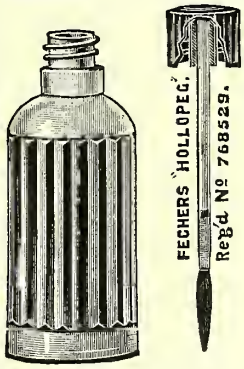
THE "HOLLOPEG"

The Hollow Peg in centre of Cap affords an efficient and inexpensive device for fitting either Brush or Glass Rod.

Stocked in 3 sizes :

	2	4	8 dram.
Glass Rods	19/6	22/6	27/- gross.

Brushes 1/- extra.

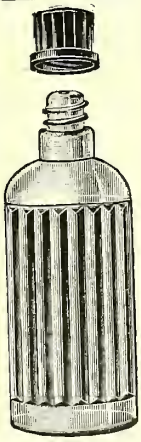


Above Cap fitted to **White Oval Poison Bottle**

Makes an ideal Iodine Application Bottle.

Stocked in 3 Sizes.

½ oz.	1 oz.	2 oz.
2/6	3/-	3/9 dozen.



White Oval Poison Bottle with Dropper Neck fitted with Bakelite Cap

½ oz.	1 oz.
18/-	21/6 gross

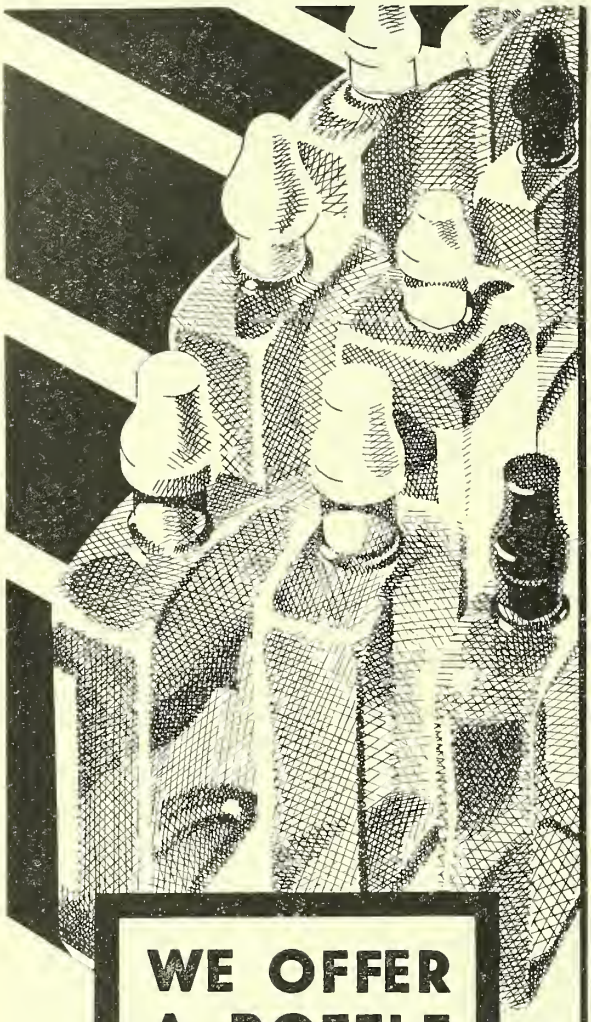
All prices Carriage Paid.

Special Discount to Wholesalers.

M. J. FECHER, LTD.

10 Dod Street, Limehouse
London, E.14

Phone : East 3228



WE OFFER A BOTTLE CAPPING

GIVING THE FOLLOWING ADVANTAGES:

SPEED OF OPERATION—PERFECTION OF FINISH—MINIMUM WASTE

IN STANDARD COLOURS—BLACK, RED, WHITE or BLUE. Special colours and shades to order.

PRICE

12/- to 15/- per gallon according to quantity.

May we give you the pleasure of testing it?
Write for Sample C.S.1 to:

DOPE DEPARTMENT

British Celanese Limited, Celanese House, Hanover Square, London, W.1

CORKS and STOPPERS

MUNDET CORK PRODUCTS LTD.
12-18 Abbey St. Tower Bridge Rd. London S.E.1.



BAKELITE CAPS
Telephone: Hop 2043-4-5

DRY. SELF-FIXING. ALL SIZES.
Finest Quality and Appearance.

Bottle Caps

Enquiries Invited. Samples Submitted.

T. C. Bussell 34 Gt. Tower St. LONDON, E.C.3.
Phone: Royal 2154.

STOPPERS

AND BAKELITE SCREW CAPS

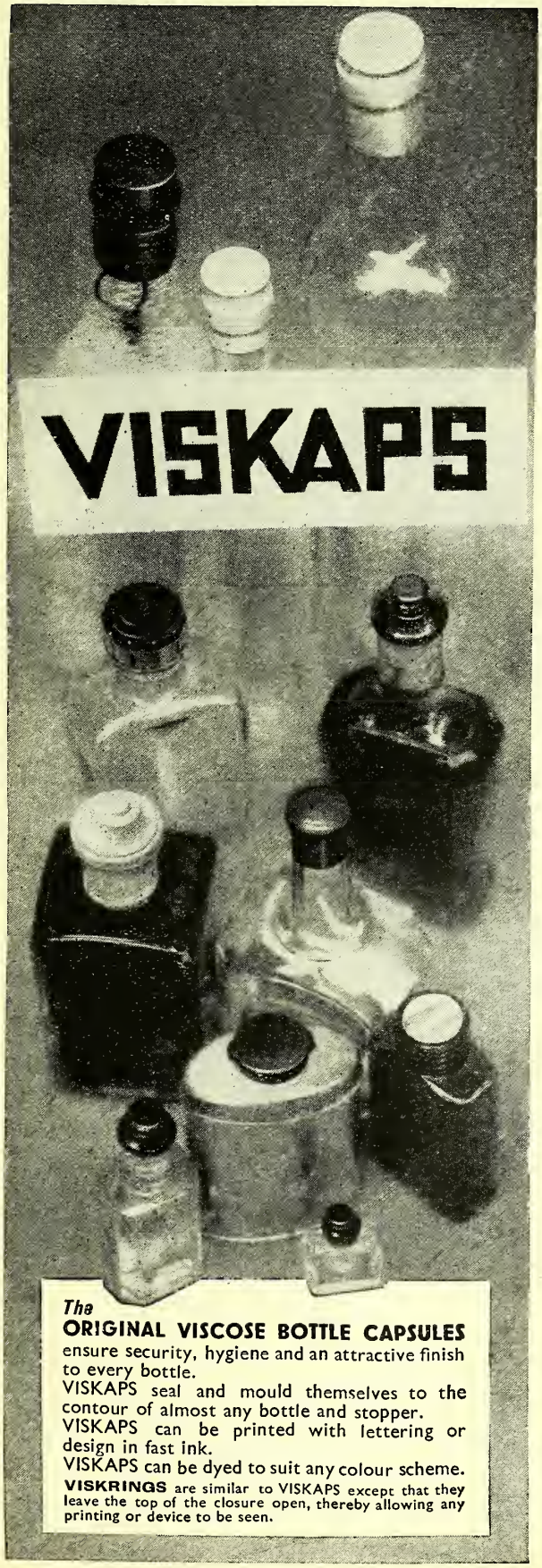


200 Varieties Any Colour.

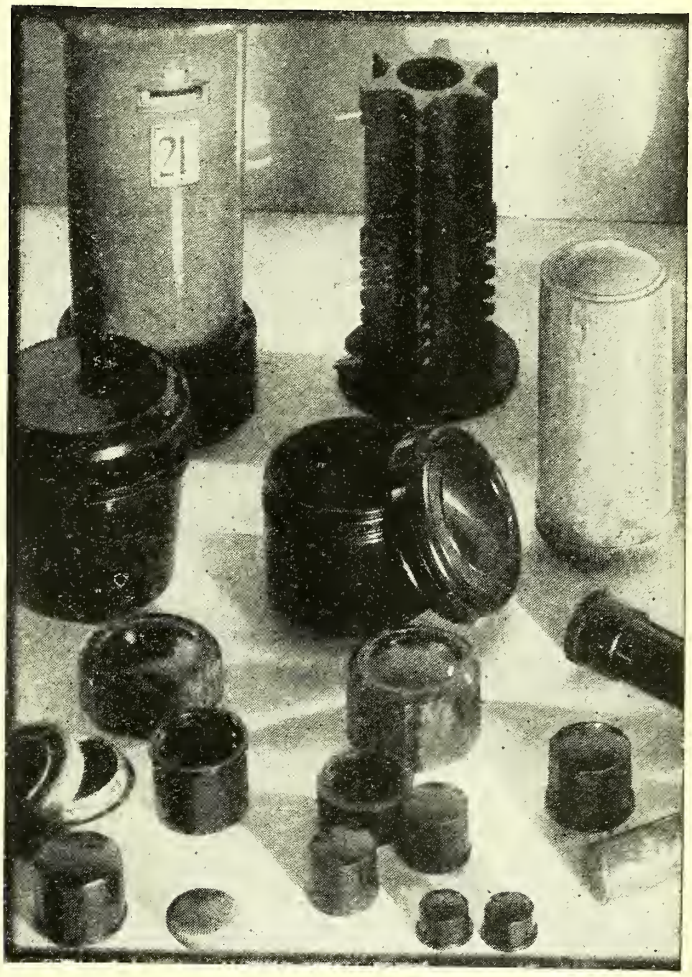
A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



T. WEBSTER & Co., Ltd. *Telephone: Mountview 0952*
Diamine House, Middle Lane, Hornsey, LONDON, N.8



MOULDINGS *of* EVERY DESCRIPTION



—in Bakelite and all similar synthetic resins, in non-bleeding and non-absorbent materials.

Specialists in all types of mouldings required by the manufacturing chemist.

Designs submitted without charge.

Every class of moulding is within our sphere and our quality, service and delivery are always to specification.

May we have your enquiries?

VISCOSE DEVELOPMENT
COMPANY LIMITED
WOLDHAM ROAD, BROMLEY, KENT
Telephone : Ravensbourne 4561

If it's
BOTTLES
better see
BARNETT

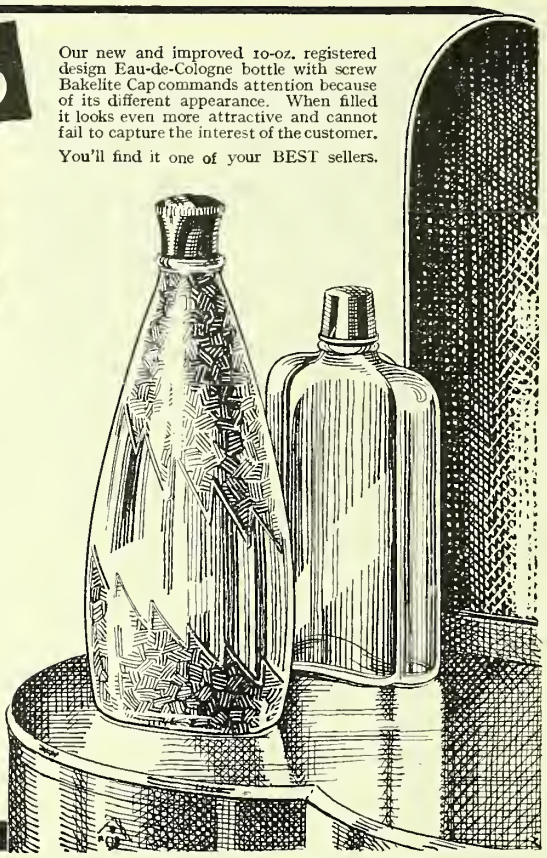
The toilet bottle illustrated, although it only has a 3-oz. capacity, actually gives the impression of being a 4-oz. bottle. This is another new achievement typical of the progressiveness of Barnetts. This bottle is *ideal* for display. Enquiries are invited.

Every type of bottle supplied.

WHOLESALE ONLY.

JACK L. BARNETT LTD.
18, BASINGHALL ST., LEEDS
Telephone: Leeds 28447 *Telegrams: Leeds 28447*

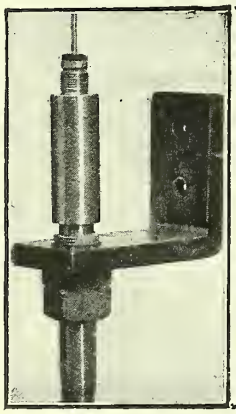
Our new and improved 10-oz. registered design Eau-de-Cologne bottle with screw Bakelite Cap commands attention because of its different appearance. When filled it looks even more attractive and cannot fail to capture the interest of the customer.
You'll find it one of your BEST sellers.



BUY BRITISH
PYRAMID CORKS
are better than ever.
6 and 8 oz.
N.H.I. 5d. per gr.
Ordinary 8¾d. ,,
Fine 1/1½ ,,
Finest 1/8 ,,
10 gross carriage paid.
20 gross - - less 5%.

Less 5% cash with order.
Write for full Price List and Size Gauge

N. W. Mitchell & Snow, Ltd.
"The Cork Firm."
Limehouse, London, E. 14.
PYRAMID TRADE MARK

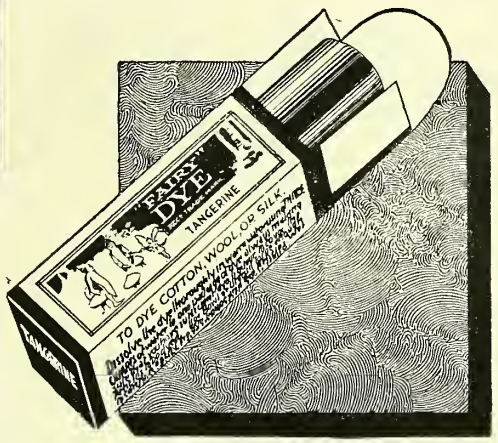


SPRINKLER BOTTLES
Automatic Rinsing
Can be connected to the town's water supply by metal or india rubber hose pipe.
By merely passing the mouth of the bottle over the jet and pressing the bottle downwards water is automatically sprayed into the bottle. The water completely drains away from the bottle as it is withdrawn.
Further particulars may be obtained from the makers:—
The THOMAS HILL Engineering Co. (HULL), Ltd.
9 PARK LANE, STEPNEY, HULL

NOW BRITISH MADE
WAGNER'S DRY BOTTLE CAPS
BEST IN QUALITY & APPEARANCE



Self-Fixing
R. V. WAGNER
33 BROOKE ST., LONDON, E.C.1. *Tel. Holborn 5090*



It pays to Concentrate on Advertised goods

FAIRY DYES

are well advertised in the National Press and Ladies' Journals. They meet with a large and steadily increasing demand.

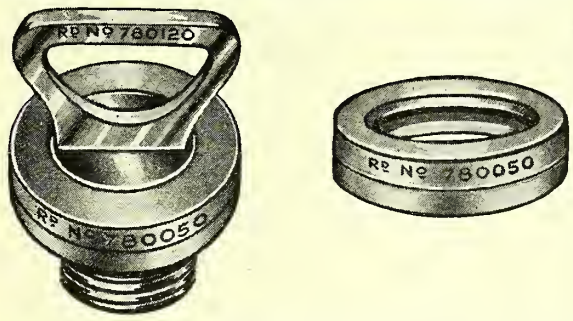
Sold at the popular price of 2d. per tube retail—attractively packed. 31 shades and colours.

See that your stocks are up-to-date.

LONDON DEPOT:
292 UPPER STREET, ISLINGTON, N.1

FAIRY DYES, LTD., GLASGOW, N.W.

Fairy Dyes



A good bottle 'demands' the best fittings.

A GREAT ADVANCE

A new patent hot water bottle stopper and reversible washer.

PAT. NO. 390475

We would like to suggest to our Pharmacist friends that they insist upon the bottles they order being fitted with this new patent stopper and washer.

It solves many difficulties. No 'lost' washers. Two washers in one—no replacements necessary. Perfect watertight joint. Foolproof.

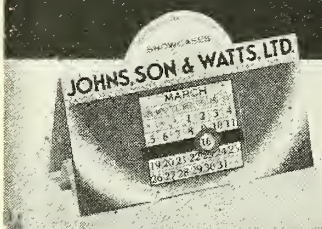
The Reversible Washer is fitted to the specially designed stopper, and is easily reversed if required.

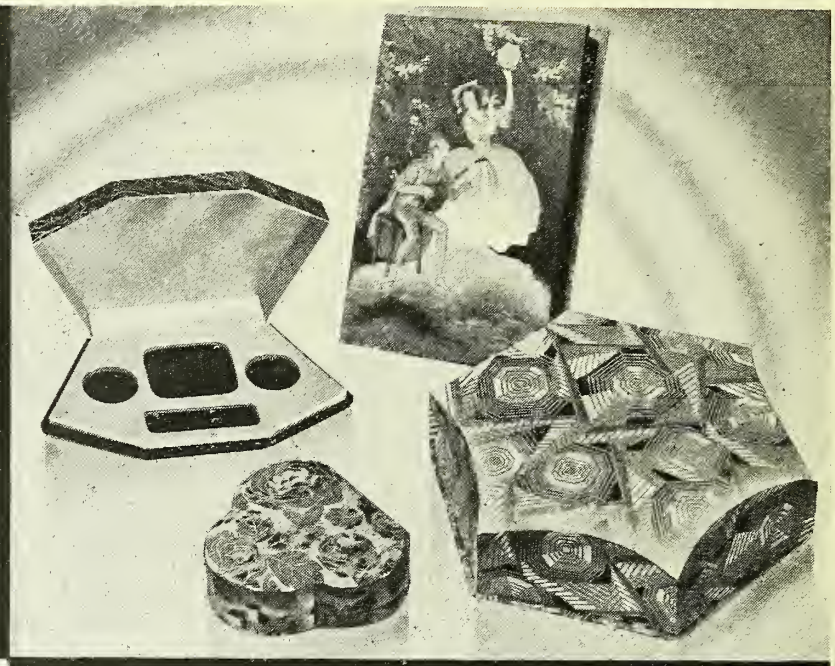
Ask your supplier to show you a sample.

J. G. INGRAM & SON LTD.,
The London India Rubber Works, Hackney Wick, London, E.9. (Estd. 1874).

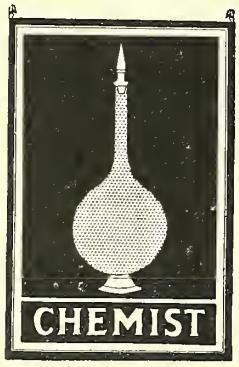
CARTONS
FANCY BOXES
SHOWCASES
FOLDING BOXES
WIRE-SEWN BOXES
EMBOSSED & PRINTED LABELS
SHOWCARDS
NOVELTIES, Etc.

● *May we quote you?*





JOHNS, SON & WATTS
LIMITED / 40 CITY ROAD, LONDON, E.C.1
Telephone: Clerkenwell 1128
Telegrams: Johns, Phone, London.



THE CLIMAX HANGING DAYLIGHT SIGN

Complete with hanging bracket and 2 side stays.

Glass in metal frame—showing a prismatic carboy each side (one red, one green), coloured border line, white letters, black ground. Size:—25" high, 15" wide.

Price **42/6**

Most effective and attractive.

AYRTON-GRAHAM LTD.
Shopfitters,
24 BENSON ST., LIVERPOOL, 1



SPECIAL OFFER OF
UPRIGHT SHOWCASES
No. C.D.F. 4422

Very useful upright Showcase 5'9" high × 20" wide × 20" deep, Glazed ¼" Drawn Plate Glass. Interior fitted 2 adjustable glass shelves. Oak or Mahogany frames.

£9.5.0 each

Send for our New Catalogue No. C.D. 1400 of Showcases.

DUDLEY & COMPANY Ltd.
451 Holloway Rd., London, N.7
City Showrooms: 65/66 Fore Street, E.C.

WE SUPPLY
DECORATED TINS
FOR PACKING
OINTMENTS
AND OTHER PRODUCTS.
SAMPLES AND PRICES UPON REQUEST.

THE CALDICOT TIN STAMPING WORKS LTD.
CALDICOT, Nr. CHEPSTOW, Mon.

MODERN PHARMACY FITTINGS
In SOLID OAK or MAHOGANY, at the following COMPETITIVE PRICES:—

8 ft. Drug Run, **£17** 6 ft. Dispensing Screen, **£14**
6 ft. Showcase Front Counter, **£8 5 0**
6 ft. All Glass Counter, **£8 15 0**, etc., etc.,

BECAUSE we are the ACTUAL MANUFACTURERS.

TESTIMONIALS received from SATISFIED CHEMISTS who have installed our fittings.

SEND NOW for our new Photographic List.
Your inspection invited at Works.

MYERS, *Complete Pharmacy Fitters,*
134a Kingsland Road, E.2. BISHOPSGATE 2524.

Sell more Porous Plasters!

THIS NEW REGISTERED DISPLAY BOX WILL SELL THEM FOR YOU

A unique and novel container—it provides a remarkable stimulus to sales.
Display a box on your counter and watch how quickly they sell.

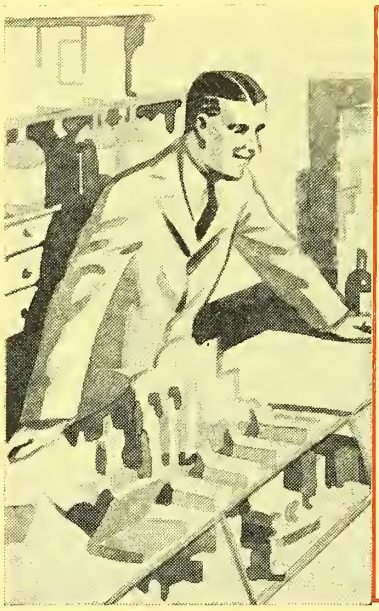


ORDER FROM YOUR USUAL WHOLESALER OR ASK US TO SEND YOU FULL DETAILS

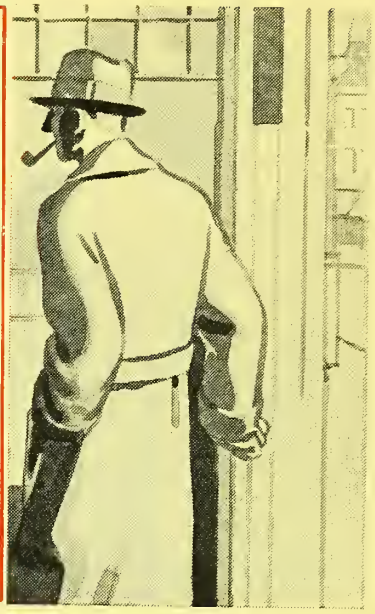
William Mather Ltd.

DYER STREET, MANCHESTER

Incorporating Mace & Haldane, late of London, E.C.1



Lines that pay YOU- and your customers!



VENO PRODUCTS *offer*

GOOD PROFITS *and an assurance of* CUSTOMER SATISFACTION



Most chemists have experienced the 'Dead stock' lines, harmful to business and a complete loss in profits.

Here are three products, Veno Cough Cure—Dr. Cassell Tablets—Germolene Ointment, that have been proved by countless chemists throughout the country for over 30 years, to be consistent sellers and a real "pick-me-up" to trade and customers alike.

Forceful advertising in a long list of newspapers keeps the stock moving off your shelf at a gratifying rate.

★|★ *Write* **NOW** *for terms and display material to the—*

VENO DRUG CO. LTD.

VENO BUILDINGS—MANCHESTER

The INDISPENSABLE Dispensing Service!



THE special U.G.B. process of Sterilizing by passing every single bottle through boiling distilled water and drying in super-heated filtered air has proved a boon to the busy dispenser.

Straight from sealed fibre dust-proof cartons—ready for instant use—sparkling bright and scientifically sterile

U.G.B Washed & Sterilized MEDICAL BOTTLES



Packed in Sealed Non-Returnable Standardized Fibre Cartons in the Following Quantities Only

1 oz.	Packed	2 gross	per case.		
2 oz.	,,	1½	,,	,,	
3 oz.	,,	1	,,	,,	
4 oz.	,,	1	,,	,,	
6 oz.	,,	6 dozen	...		
8 oz.	Packed	6 doz.	per case.		
10 oz.	,,	4	,,	,,	
12 oz.	,,	4	,,	,,	
16 oz.	,,	4	,,	,,	
20 oz.	,,	3	,,	,,	

UNITED GLASS BOTTLE MANUFACTURERS · LIMITED

The Largest Manufacturers of Glass Bottles in Europe.

40-43 NORFOLK STREET, STRAND, LONDON, W.C.2

Telephone: TEMPLE BAR 6680 (10 lines) *Telegrams:* "Unglaboman, Estrand, London"

Home and Export



Send us your next enquiry for

GLAUBER
SALTS B.P. 1932

EPSOM
SALTS B.P. 1932

CATTLE SALTS

Pea Crystal, Needle Crystals, Medium Exsiccated

SPECIAL TYPES OF CRYSTALS MATCHED AND ANY DEGREE OF EXSICCATION TO ORDER

PACKED FOR HOME or EXPORT

Harris, Hart & Co. Ltd.
MOSS HOUSE CHEMICAL WORKS
BLACKLEY, MANCHESTER

Phone : Cheetham Hill 2853

C&D DEPARTMENTS AT YOUR SERVICE

★ **ADVERTISEMENT DESIGNING**

There is an up-to-the-minute Studio and Drawing Office, fully equipped and expertly staffed, ready to do anything you require in the way of drawings, photographs or layouts in the latest styles and using the newest types.

★ **SUBSCRIBERS**

Our Information Department is available from 9.15 a.m. to 5.15 p.m. daily, and Saturdays 12.30 p.m. Hundreds of enquiries are answered weekly and the staff is ready to deal with as many more as you like to send.

★ **COLOURED SUPPLEMENT**

Business for Sale? Surplus stock to get rid of, Assistant wanted, Agent, Traveller or Locum needed? Send particulars and your requirements will be quickly and satisfactorily filled.

28 ESSEX ST., STRAND, LONDON

Phone : Central 6565 (8 lines). Telegrams : "Chemicus, Estrand, London."

Not a misfit in a MILLION

When you order Armstrong's Corks in any size you are sure that every cork throughout the batch will follow an unvarying pattern for size, taper and quality. Send for the "Armstrong" Cork String, which is made up of a sample of every one of the eighteen corks in the normal Armstrong range for chemists, each numbered according to size. Arranged in a convenient place behind your counter, it will enable you to find the right cork in a moment. Armstrong's Corks are made in five different qualities—"GOLD LEAF," "SILVER LEAF," "BLUE LEAF," "GREEN LEAF" and N.H.I.

May we send you samples, together with detailed information regarding these time-saving, labour-saving, hygienic stoppers.

Armstrong's A Product

ARMSTRONG CORK CO. LTD.

ALDWYCH HOUSE + ALDWYCH + LONDON, W.C.2

Telephone : Holborn 7503 (5 lines)

Before bringing out your NEW LINES please allow us to submit suggestions in our



TRANSPARENT CONTAINERS

and **WRAPPERS** of every

— description in —

GELATINE

"PLIAPHANE"

VISCOSE-CELLULOSE

"CELLUSINE"

"PLIACELLE"

in any shape and size

'Phone : Royal 4137

LANGHECK & CO. LTD., 5 New London St., LONDON, E.C.3

It looks better —It keeps safer in a BETTS' COLLAPSIBLE TUBE



- They keep your product in perfect condition.
- Their quality and finish is unsurpassed in the trade.
- All British made.
- New machinery enables us to cut production costs.

Send for particulars, samples and quotations to

BETTS & CO., LTD.

1 WHARF RD., CITY RD., LONDON, N.1

Established 1857 *Telephone: Clerkenwell* 1918

New Zealand Representatives:
NEIL, CROPPER & CO., LTD., Post Box 74, Dilworth Building
AUCKLAND - - - NEW ZEALAND

"Adaptocaps"



These Dry Bottle Caps are made in all sizes and colours, clear and opaque. They are Self Sealing, of unrivalled quality and BRITISH MANUFACTURE.

Special low rates for large contracts. Let us quote you.

The London Capsule Co

EMPIRE WORKS, MITCHAM RD., CROYDON

Telephone: Thornton Heath 3014

Whose Money?

WHEN mistakes, forgetfulness and temptation take toll of the takings . . . . whose money is short?

Wholesalers, assistants, rent, rates, taxes and other overheads must be paid. Whenever cash leakages occur IT IS THE PROPRIETOR WHO LOSES.

That is why thousands of retailers throughout Britain declare that their adoption of a

National CASH REGISTER

is the best investment they ever made.



"NATIONALS" embody every Cash Register feature of proved value. They not only reveal and stop profit leakages . . . they enable alert retailers to INCREASE profits, and to do it with much less work and worry.

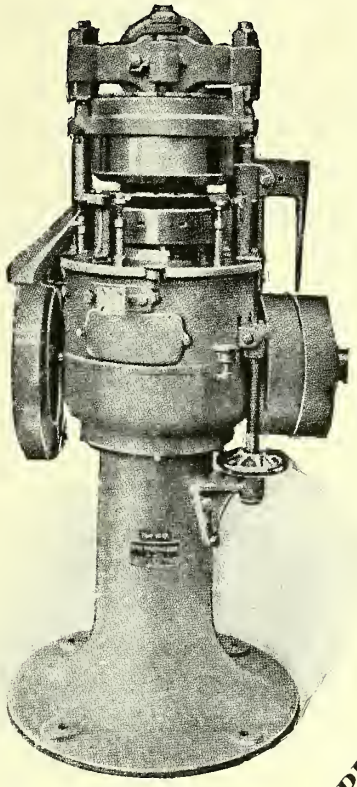
Full details about a "National" that will meet your needs exactly await your request. Write and tell us your problems to-day. Every machine is offered on easy terms, and enquiry involves no obligation.

Address enquiry to:—

NATIONAL CASH REGISTER Co. Ltd.
225 Tottenham Ct. Rd., W.1
'Phone: MUSEUM 9811

S. W. WILKINSON & CO.

TABLET MACHINES



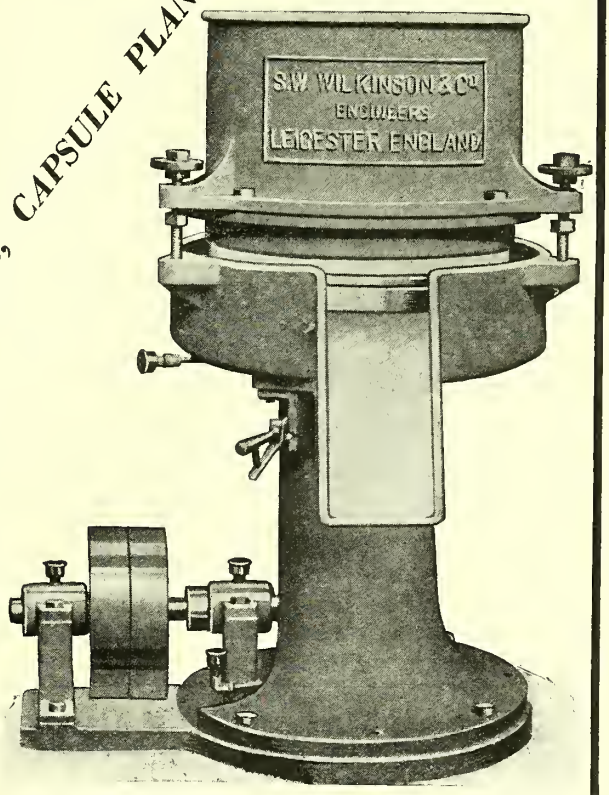
SINGLE PUNCH MACHINES
IN FIVE SIZES.

ROTARY MACHINES
IN FOUR SIZES

Special Geared
Machines.
Heavy Type
Rotary Machines.

IN REGULAR
USE ALL OVER
THE WORLD

GRANULATING MACHINES, COPPER PANS, CAPSULE PLANT, STILLS, CONDENSERS, &c.



EACH MACHINE
INCORPORATES
THIRTY YEARS'
ACCUMULATED
EXPERIENCE

This Machine is a combined Mixer & Grinder and is used very successfully in the production of all kinds of Ointment, Tooth Paste, Beauty Cream, Patent Foods, etc.

SUPER SPEEDY MILL

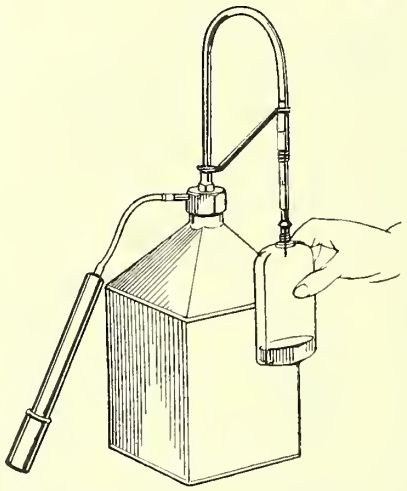
ENGINEERS & SPECIALISTS in PHARMACEUTICAL MACHINERY

Western Road, Leicester

TOOGOOD'S BOTTLE FILLING APPARATUS for Sprinkler-neck Bottles

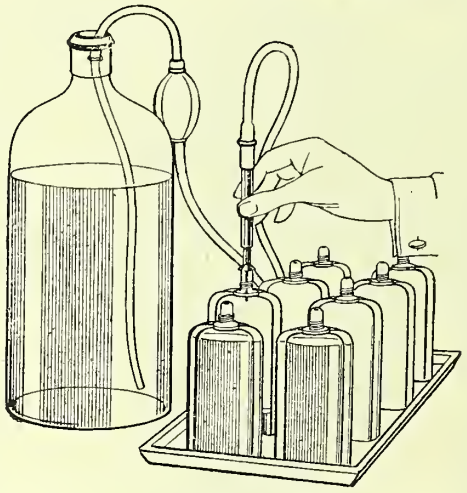
A new type of Filling Valve

Prov. Patent No. 30222



Pressure Type for Oils or Thick Liquids.

Made in two styles



Gravity Type for Spirits or Thin Liquids.

For prices and full particulars apply to

WILLIAM TOOGOOD LIMITED 77 SOUTHWARK STREET London, S.E.1

DISTILLED WATER AT ⅓d. PER GALLON

By using Brown's Patent Automatic Water Stills pure distilled water may be obtained at the above cost, using steam at any pressure between 30 and 100 lbs. per square inch. The product is pure distilled water, *not* condensed water from steam service pipes.

Full particulars free on application. Enquiries are not followed by personal call.

MADE ALSO FOR GAS HEATING

BROWN & SON, LTD

Alembic Works, Wedmore St., London, N.19

ZULO CARBOY HAMPERS



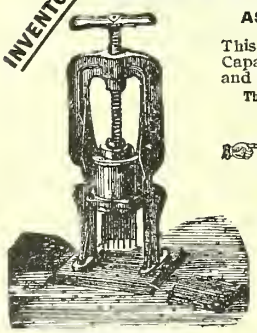
GLASS CARBOYS
DEMIJOHNS
WINCHESTERS
CARBOY TILTERS

R. & H. LEIGH & SONS LTD. BOLTON

INVENTORS

Small Rotary Pill Cutting Machine & Piping Press.

ASK YOUR AGENTS FOR PINDAR & CO.'S MACHINES—ORIGINAL MANUFACTURERS.



PIPING PRESS.

This is a Machine specially constructed for the use of Chemists or Manufacturers of small quantities of Pills. Capacity about 5 lbs. per hour. Can be used on Counter or where little space can be spared. The Piping Press and Machine occupies a space of 2 ft. by 1 ft.

These Machines make one size Pill. By means of extra Plates and Rollers any size of Pills can be made.

Extra Plates and Rollers to fit Machines, £1 5 6. **Price, the two machines, £12.**

SMALL LEVER HAND TABLET MACHINE, 60 TO 80 PER MINUTE £7 15

Power Tablet Compressing Machines, Coaters, Complete Pill Plants, End Runner Mills for Ointments, Linseed Grinding Mills, Tincture Presses, Emulsifying Machines, Percolators, &c., Mixing and Kneading Machines, Drying Ovens, Hand Pill Machines. Cold Compression Suppository Machines.

SUPPOSITORY AND PESSARY MOULDS, LIP SALVE MOULDS, Etc.

COMPACT POWDER PRESSES.

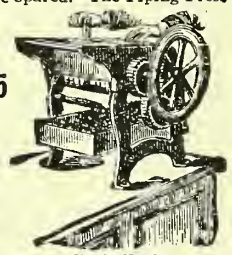


Fig. B. No. 2.
ROTARY CUTTING MACHINE

J. W. PINDAR & CO., LONDON, S.E.4.

Works: ENDWELL ROAD, BROCKLEY, LONDON, S.E.4.

Telegrams: "Pindar, Brockley, S.E." Telephone: 1065 New Cross.

'LEO' & 'SUNBEEM'

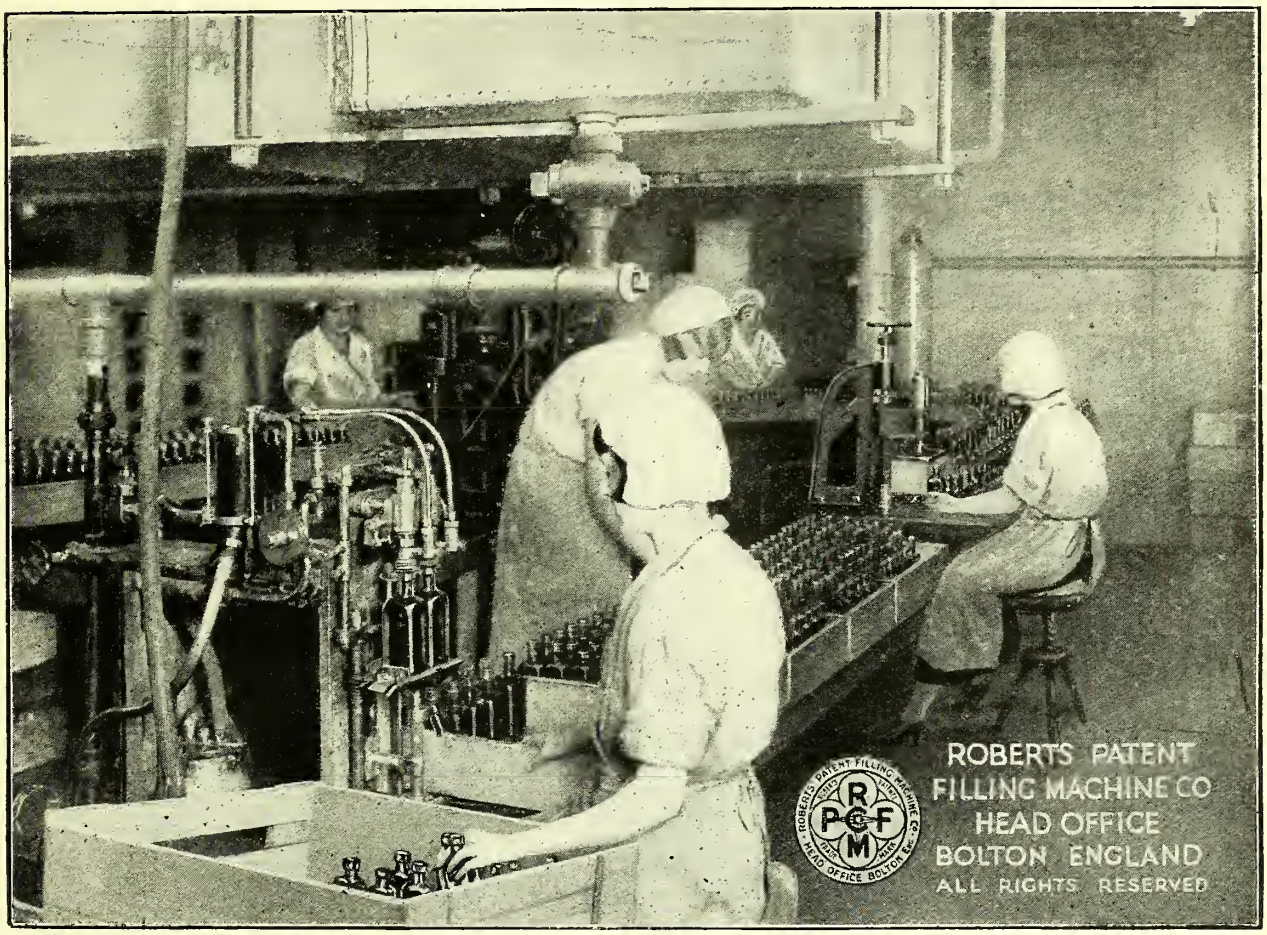
PORTABLE

VACUUM BOTTLE FILLERS. THREE MACHINES IN ONE.

Patent Nos. 284834/28, 310642/29, Others pending.

ROBERTS' Patent SLICK POWER CORKER.

Patent No. 372789/32, Others pending.



Roberts' Patent Dual Head "Leo" Vacuum Bottle Filler & Slick Power Corker & Vacuum Pump Combined.
Photo by courtesy of Messrs. Elijah Day & Sons, Ltd.

ELIJAH DAY & SONS, LIMITED, Manufacturers and Importers,
Claremont Road, Rusholme, MANCHESTER

Dear Sirs,

Regarding the Vacuum Liquid Filler and Corking Machine you fixed up for use some time ago, we thought you might like to know our opinion of this.

To be candid we are delighted, we get very accurate filling, no waste, no upkeep, and very easy and quickly cleaned.

One operator fills on an average 45—8 oz. bottles per minute, and she can easily keep this up all day, the Corking Machine takes this quantity easily; further, this, we consider important, we have saved a lot of room with this lay-out.

You are no doubt aware that we have only got your Filling Machines throughout our Works, they have stood the test of time and we have come to the conclusion that British Made still pays.

With best wishes,
Yours faithfully,
E. DAY & SONS, LTD.

The capacity of each machine is greater than the demands made upon them, the output can be increased when desired, it is maintained with cleanliness and comfort, the operators are interested in the work and enjoy it.

Roberts' Patent Filling Machines refund their outlay in labour and material in twelve months if only worked to capacity one day per week.

Roberts' Patent Filling Machine Co. have Bottle Filling Machines and Corking Machines to suit the smallest—as well as the largest requirements. Send your enquiries to-day.

ROBERTS' Patent FILLING MACHINE CO.

(T. ROBERTS, Proprietor)

Works—33 Roundcroft Street,
Offices—31-35 Deane Road, BOLTON, Lancashire

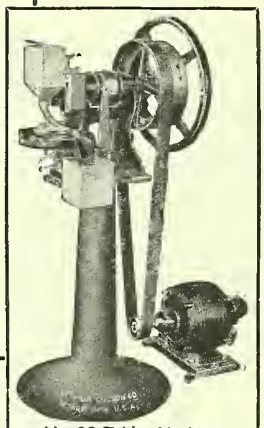
'Phone—661 Bolton

'Grams—"Filling," Bolton

COLTON PHARMACEUTICAL MACHINERY

PILL MACHINES
TABLET MACHINES
GELATINE COATERS
GRANULATORS
POLISHING PANS
SUPPOSITORY MOULDS
TRITURATE MACHINES
PASTE MIXERS
TUBE FILLERS
TUBE CLOSERS
CLIP FASTENERS
NICKELOID CLIPS, ETC.

• Write for Catalogue


No. 2B Tablet Machine

Tablet Machines

Colton Tablet Machines possess all the good qualities growing out of many years of experience in this field. A range is available that will produce every size of tablet from $\frac{1}{8}$ to 3 inches diameter, in outputs varying from 100 to 1,500 per minute.

Clipless Closure

A new method of sealing collapsible tubes, eliminating the use of the metal clip and giving greater security to the contents with a more decorative appearance to the finished tube.

GRIFFIN AND TATLOCK · LTD ·

SOLE BRITISH AGENTS · KEMBLE STREET · KINGSWAY · LONDON · W.C.2

MIXING MACHINES

FOR ALL PURPOSES

ALSO

GRINDING, FILLING & SIFTING MACHINES, &c.

INQUIRIES INVITED

WRITE FOR CIRCULAR No. 24

* * *

W. ROWLANDSON & CO.

75 MARK LANE, LONDON, E.C.3

F. MAUND & E. BERG (SHOWCASES) Ltd.

SHOPFITTERS & SHOPFRONT BUILDERS

167/9 & 175/9 OLD STREET, LONDON, E.C.1

are offering for sale, at competitive prices, an extensive and exceptionally full range of Chemists' Fittings, Second-hand and New.

THE BIG SIX SELLING LINES

SCOT TISSUE—an extremely soft, pure, white absorbent Toilet Roll.
1,000 sheets to the Roll.
5/6 per dozen carriage paid.
WALDORF—a soft and absorbent Roll.
Trade price 3/6 dozen, carriage paid.
SAMPLES ON REQUEST.
THE T.P. COMPANY, 36a Graham St., City Rd., N.1
Clerkenwell 8051.



The Bridge between Making and Taking



WILKINSON

PHARMACISTS' PRINTER AND ENVELOPE MANUFACTURER

PENDLETON, Salford 6, Lancs.

LABELS, POWDER ENVELOPES, CARTONS, WRAPPINGS, BILLHEADS, AND MEMOS., DANGEROUS DRUG AND POISON REGISTERS.



CREATING SALES FOR YOU!

IT WILL PAY YOU TO STOCK & RECOMMEND



LUTON STRAW HAT DYES

(Standard size 12/- per doz.–Retail 1/4. Small size 7/6 per doz.–Retail 10d.)

AURORAL COLD WATER DYES

(4/- per doz.—Retail 6d. per Packet)

WINNER HOME AND STOCKING DYES

(2/- per doz.—Retail 3d. per large Tube)

Profit by the regular series of announcements now appearing in "Weldon's Ladies' Journal," "Children's Bazaar," "Good Taste," "Home Dressmaker," "Home Fashions," "Mab's Fashions," "Roma's Pictorial Fashions," "Woman and Beauty," "Miss Modern," "Woman and Home," "Good Needlework," "Christian Herald," "Film Pictorial," "Woman's Companion," "Woman's Weekly," etc., etc.

OUR CHILDREN'S PAINTING COMPETITION
is proving a very popular Sales Help.

Write TODAY for FREE DISPLAY BOX containing 200 PAINTING CARDS

EXPORT!
Special prices and terms.
WRITE FOR CATALOGUE

WHITAKER & CO. (KENDAL) LTD., Dye Specialists for Chemists, KENDAL, ENG.



THE FINISHED PRODUCTION . . . .



. . . whether it be a film, an oil-painting, or a great building, can never be successful, however costly, without that extra "finish" such as distinguishes all our printing, and has given to us the reputation of being "the firm who give attention to detail." Labels, Cartons, Folders or Booklets produced by us receive specialized treatment throughout the whole of their factory routine, and it is this careful study of "detail in production" that has built up the goodwill of our business during the past sixty years.

ALF HARRISON & SONS LTD

CHEMISTS' AND ADVERTISING PRINTERS

BURLEY ROAD, LEEDS—4

LONDON OFFICE: SENTINEL HOUSE, SOUTHAMPTON ROW, W.C.1 *'Phone: Holborn 9200*

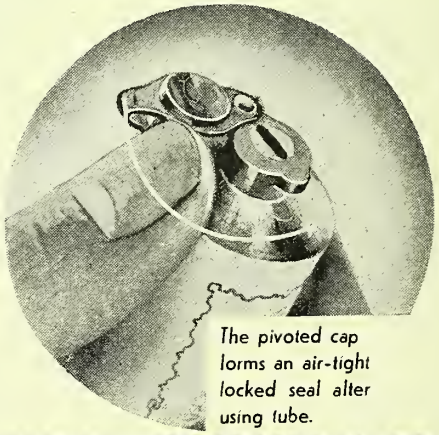


This seal which hermetically closes the tube before use is easily removed by cutting edge of pivoted cap.

The 'HYGENICAP'

abolishes screwing & distorted threads

A BRITISH INVENTION
INSTANTANEOUS OPENING AND CLOSING
NO DISCOLORATION
NO ACCUMULATION
TUBES SEALED
CAP AUTOMATICALLY CUTS SEAL AT FIRST OPERATION AND THEN CLOSES MOUTH OF TUBE WHEN NOT IN USE
PRICES COMPARE FAVOURABLY WITH SCREW CAPS.



The pivoted cap forms an air-tight locked seal after using tube.

In all openings, round, ribbon, sealed, etc.

Samples from the Manufacturers:

H. G. SANDERS & SON, LTD.
Victoria Wks., Gordon Rd., SOUTHALL, Middx.

also from the Patentees:

BELSEY & CASSIN, c/o P. CASSIN Ltd.
19 Eastcheap, LONDON, E.C.3

Brit. Pat. No. 382804 & App. No. 20942, also patented in Canada, U.S.A., France, and Germany.

ZEPHROL BRAND NASAL JELLY



Containing Ephedrine Hydrochloride

in a Non-oily Base, for

HAY FEVER, NASAL CATARRH, COLDS, &c.

•

MAY & BAKER LTD.

BATTERSEA, S.W.11



ACETYLARSAN
ACRIFLAVINE
ADRENALINE
ALBAROL
AMETOX
APLEXIL
ARTHRYTIN
ASCIATINE
BISGLUCOL
BISTOVOL
CRISALBINE
DIAGNOTHORINE
DMELCOS
DURACAINE
EPHEDRINE-PLANOCAINE
EUFLAVINE
GARDENAL
HALARSOL
MESTARINE
METARSENOBILLON
NEO-CARDYL
NEO-HYDRIOL
NEPTAL
NOVARSENOBILLON
OPACOL
PLANADALIN
PLANOCAINE
PLANOCHROME
PROPIDEX
RUTONAL
SODIUM SONERYL
SONERYL
STOVAINE
STOVARSOL
SODIUM STOVARSOL
THEOGARDENAL
TRYPARSAMIDE
VARICANE SODIUM MORRHUATE
ZEPHROL

MAY & BAKER LTD.
BATTERSEA, S.W.11

Displays which bring INCREASED SALES and BIGGER PROFITS



ABOVE—Showcards to increase your sales of the Bob Martin supporting lines. RIGHT—The latest "Whimsical" cut-out. Raises a ready smile and makes a ready sale.

Pharmacists everywhere will tell you

A BOB MARTIN DISPLAY ALWAYS PAYS

INCREASED sales always follow when you show Bob Martin Display Material.

Year after year, for years past, a succession of the biggest advertising campaigns ever launched for dog medicines has convinced every thoughtful dog owner in the country that to keep his dog healthy and clean, and in every way a "fit" companion, he must use Bob Martin's Preparations. Every dog-owner in your district is a regular buyer of Bob Martin's Condition Powders and other Bob Martin preparations. You will be pleasantly surprised at the increased sales which follow immediately you show Bob Martin Display Material and so attract these customers to *your* pharmacy.

Mr. J. R. Thorton, M.P.S., 4 Stratford Road, Kensington, writes :—"As a result of a small display of your Dog Preparations inside my pharmacy the sales have more than trebled in a month."



A very popular two-piece display for Bob Martin's Condition Powders.

THESE BOB MARTIN DISPLAYS CAN BE MAKING MONEY FOR YOU WITHIN FORTY-EIGHT HOURS—WRITE TO-NIGHT

Display material for all Bob Martin lines is waiting to set your sales soaring. A few of the latest display pieces are shown here, but a complete range will be sent on receipt of a postcard. Write NOW to

BOB MARTIN LTD., DISPLAY DEPT., SOUTHPORT

A Bob Martin display makes Passers-Buy!

BENBOW'S DOG MIXTURE

(ESTABLISHED 100 YEARS.)



REGISTERED TRADE MARK

A wonderful Tonic and Pick-me-up for an ailing Dog.
Unequalled for Distemper, Worms, etc.

New Popular 1/6 size P.A.T.A.

All now on P.A.T.A. List

Sole Proprietors:
BENBOW'S DOG MIXTURE CO.
2 Bartholomew Close, London, E.C.1

WHOLESALE PRICES

1s. 6d. Bottles.	13s. 6d. doz.
2s. 6d. „	22s. 6d. „
6s. Od. „	54s. Od. „
12s. Od. „	108s. Od. „
3s. Od. Boxes Capsules	27s. Od. „

Capsules are packed in three separate dosages.

Half Gallon Tins (27/6) 20/- each
Gallon Tins (50/-) - 36/- „

Benbow's Dog Soap 6d. Tabs. boxes 1 doz. 4/-

Order through your usual wholesaler.

HARVEY'S

Watts' Embrocation, or Curb Bottle.
Aconite Powders.
Worm & Condition Powders.
Watts' Red Lotion.
Hair-Restoring Ointment.
Edos, or Tasteless Purging Powder.

HARVEY'S

Great Remedies for the Horse

Protected Prices (P.A.T.A.)



HARVEY'S

Koppos Powder.
Parasiticide.
Thrush Specific.
Hoof Ointment.
Skin Specific for Dogs.

Of all the leading Druggists' Sundries Houses
HARVEY & COMPANY. Ltd., Dublin

BATTLE'S VERMIN KILLER

Of all Patent Medicine Houses at 3/-, 5/- and 9/- per dozen.

In packets at 5d., 9d. and 1/3 each. (P.A.T.A.)

The *sure* destructive agent which may be confidently recommended by Chemists for quick clearance of rats and mice.
(Users' testimonials on request.)

Prepared only by
J. C. M. BATTLE, Ph.C., LINCOLN



Also
FLYSAC and GORGON FLYCATCHERS, DAK RATCATCHER, &c., &c.

Patent sealed construction prevents leakage or deterioration
Samples on Request
KAY BROTHERS Ltd., STOCKPORT

The attractive set of showcards available, includes the centre-piece in full colours here reproduced.



The exceptionally warm weather experienced during recent months has already assured a busy season for the world's biggest selling insecticide. Sales will be further assisted by the intensive National advertising which will be issued throughout the season, and by the attractive new window display material which enables you to put the advertising to work in your store.

Flit carries an excellent margin of profit and there are additional bonus offers for window display, of which the following are examples :—

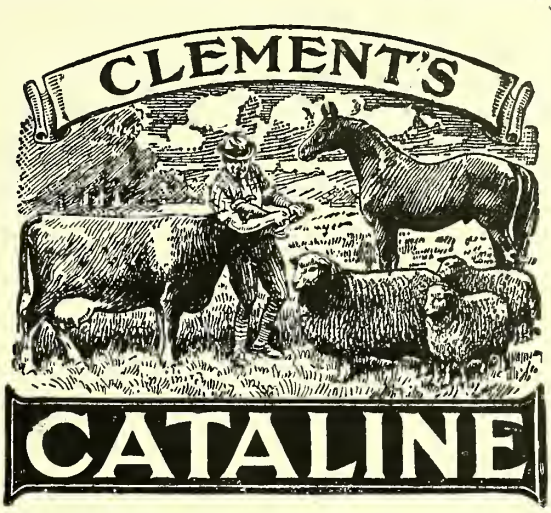
Specimen Bonus Offers for Window Display

INCLUDING NEW SIZE SELLING AT 1/3

NO.				LIST PRICE	CHARGED AS
1	1 Doz	2/-	Tins	17/- doz.	11 tins only
2.	1 „	3/-	„	25/6 „	11 „
3.	1 „	5/-	„	42/- „	11 „
4.	1 „	2/3	Hand Sprayers	19/- „	11 only
5.	2 „	1/3	Tins	11/- „	23 tins only
9.	2 „	1/9	Trial Outfits ...	14/6 „	23 only

Every Offer Carriage Paid

Sole Distributors for the United Kingdom: STEMCO LIMITED, 128-132, Albert Street, Camden Town, N.W.1



This Medicine is a certain cure for many of the most distressing ills to which Horse and Cattle Flesh is heir. It surpasses all other Remedies in its promptness of action.

WHY CATALINE PAYS TO STOCK.

BECAUSE it enjoys the largest sale of any Cattle Medicine Preparation and is on the **P.A.T.A.**

BECAUSE it is consistently advertised and all advertisements refer to the Chemist as the source of supply.

BECAUSE it is well packed, does what it is advertised to do, and shows the trade a satisfactory profit.

BECAUSE we do not employ travellers to call on Farmers or solicit orders at cattle fairs or markets.

One size, retailed at face value, viz.:

PER 3/9 BOTT.

Terms - Cash with order.
Carriage paid. Cases free.

1 doz., 36/- per doz. 6 doz., 35/- per doz.
3 doz., 35/6 „ 12 doz., 34/6 „

Stocked by most Wholesale Houses.

THE CATALINE CO. LTD.
BRISTOL.

GUMS TRAGACANTH and ARABIC
As Imported or Finely Powdered
WHITE SHELLAC
FREDK. FINK & CO., 10 & 11 Mincing Lane, London, E.C.3
Telephone: ROYAL 5094

"VITAMIN TESTED YEAST"
Yeast specially prepared for medicinal purposes
GUARANTEED ABSOLUTELY PURE
MIDGLEY & PARKINSON, LTD., Warren Works Pudsey, LEEDS
Sole selling agents for Great Britain—
THE OLD STRAND CHEMICAL & DRUG CO., LTD.
Audrey House, Ely Place, London, E.C.1

PHOSPHATE OF SODA, Pure
For Food Purposes
ASK FOR SAMPLE AND PRICES
PERRY & HOPE, LTD.
Forth and Clyde Chemical Works, NITSHILL
Telephone: Giffnock 414 (2 lines). Telegrams; "Perryope, Nitshill."

BLYTON, ASTLEY & CO. LTD.
Eagle Laboratories, Lr. Broughton, Manchester,
FOR
LOZENGES, PASTILLES, "MENTHELLS,"
and Quick-Selling SPECIALITIES.

DUTCH DROPS Claus Tilly
The Original HAARLEM OIL
Also in Capsule Form.
We are Sole Distributing Agents for the British Isles, British Colonies, Scandinavian Countries, Spain and South America.
BROOK, PARKER & CO., LTD., BRADFORD

WHOLESALERS PLEASE NOTE
Attractive sole agency terms can be secured in many districts for Hobson's Black Beer (non-intoxicating), "Danzovin" Tonic Wine, etc. These lines are consistently advertised to the public. There is a good demand. Own name literature supplied.
Write us for agency terms.
JOSEPH HOBSON & SON, Ltd., Regent St., LEEDS
'Phone: LEEDS 25270 *Telegrams:* "SPRUCE," Leeds

"MUNA" Service D & P
Daily Collection and Delivery in Birmingham area.
Same Day Postal Service.
ENLARGEMENTS. Colour Work.
DISCOUNT 40% & 2½
Munns Bros. Ltd. 45/57 Summer Row Birmingham

Increase Your Developing and Printing Service.
Make use of our really useful series of D. & P. books, also our Printed Aids to Selling.
Interesting range of samples post free.
BURALL Bros. The Patent Label Factory, WISBECH, CAMBS.

D.D. & POISONS REGISTERS
PRESCRIPTION BOOKS, &c.
FOR CHEMISTS, DOCTORS AND HOSPITALS.
30 Patterns. List on application.
H. T. WOODROW & CO. Ltd., 3 Cook St., LIVERPOOL
'Phone - - - - Bank 730.

THOMAS & LINTON LTD.
5 Whitehorse Buildings, 100 High Holborn, W.C.1
Telephone: Holborn 3716-7
SOLE LONDON SELLING AGENTS FOR
Canda Iodine Pens, Ephedrol, Natex Health Foods, Ever-Hot, Litesome Body Belts, etc., etc.
DELIVERIES FROM LONDON STOCKS

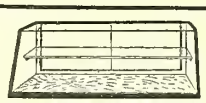


SHADEINE
FOR TINTING GREY HAIR
This popular article is largely advertised and stocked by all Wholesale Houses.
Trial size 8d. per doz. 6/-
1/4 size, per doz. 12/-
2/6 size, per doz. 24/-
3/9 size, per doz. 36/-
The SHADEINE Co., 58, Westbourne Grove, London, W.2

REGD.
Anti-Thrax
SAFE BRUSHES
Holborn 6000

10,000 Attractive Leaflets 27/6, 5,000, 17/6
Carriage Paid
Good, clean, bright work that will increase trade. A Post Card will bring you full information and samples.
ELLAMS & Co., 33 Hanover Street, Liverpool

Chemists' Fittings
When you want Shop Fittings it will pay you to send to
GEORGE COOK
The Chemists' Working Shopfitter,
27 Macclesfield Street, City Road, LONDON, E.C.1
40 years' experience *Phone:* Clerkenwell 5371 *Rough Sketches free*



THE KWIK-SALE SHOWCASE
Suitable for all Businesses.
D. MATTHEWS & SON,
Shop Fillers and Showcase Manufacturers.
14/16 Manchester St. LIVERPOOL.
Plate glass sloping front. Frameless Mirror sliding doors at back. Polished edge plate glass shell inside. Size 3 feet long. 14 in. back to front at bottom. 9 in. back to front at top. 12 in. high.....£5-10-0

Cachet CLOSING and FILLING **machines**
4/6 to 52/6
to suit all Dispensing Requirements.
WRITE FOR ILLUSTRATED LIST.
THOS. CHRISTY & CO., 4-12 Old Swan Lane, LONDON, E.C.4.

Announcing

2 NEW SHERLEY LINES

SHERLEY'S NOFOL

For Owners of Bitches

Every owner of a bitch will welcome NOFOL. This wonderful discovery is of untold value during those trying times when the bitch is in season. The use of NOFOL enables her to be exercised as usual without annoyance or embarrassment and avoids the necessity of having to send her away to a place of safety during this period. Non-poisonous and perfectly harmless. Prices: 1/9 size, 15/9; 3/- size, 27/- per dozen.

To introduce these 2 new additions to our range of products, we draw attention to 4 special items of interest to the trade:—

(1) Free Supply of specially prepared Leaflets in stand for counter distribution.
(2) Six 2d. Dog Books Free with orders of £1 and upwards.
(3) 2½% Discount for £2 Parcels, and
(4) 5% Discount for Window Display.

A Special Folder dealing with the above and our new lines has been despatched to all chemists, but where copies have not been received, they will be sent on receipt of a P.C.

SHERLEY'S DOG MEDICINES

SHERLEY'S DRY CLEANING POWDER

Sherley's Dry Cleaning Powder is easy to use and quite safe for the smallest puppy. Keeps away lice, fleas, etc. Antiseptic—non-irritant. Has a beneficial effect upon the skin and promotes the growth of the coat. In handy sprinkler containers retailing at 6d. Trade, 4/6 per dozen.

Also New 9d. Size of
SHERLEY'S SHAMPOO
Trade, 6/9 per dozen

A. F. Sherley & Co., Ltd., 18 Marshalsea Road, LONDON, S.E.1.

You'll profit by his death



Rodine makes a quick end of Rats and Mice. You can recommend it with confidence to householders, factories, warehouses—for use on farms and all places overrun by rats and mice.

One Rodine user counted 300 dead rats after one application of Rodine.

It is *the* most effective rat and mouse exterminator and is being extensively advertised everywhere. Show Rodine on your counters. You will find it a highly profitable line to stock.

Retails in tins at
7½d, 1/3, 2/6 & 5/-

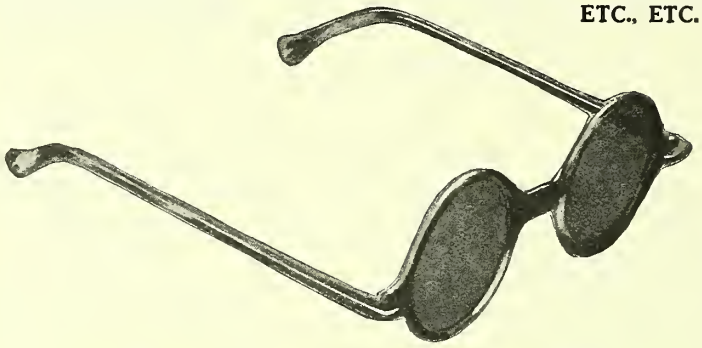


RODINE
KILLS RATS & MICE

Sole Makers: Thomas Harley Ltd., Mfg. Chemists, Rodine Works, Perth

Seasonable Goods, Sun Glasses, Tennis Shades

ETC., ETC.





We have Large Stocks of the following Seasonable Lines :—

SUN GLASSES, TENNIS and EYE SHADES, POCKET COMPASSES, MAP MEASURES, PEDOMETERS, FIELD and MARINE GLASSES, PRISM BINOCULARS, Etc., Etc.

Our New Season's Illustrated List of above will give you full Particulars. Write for a copy.

JOHN BAIRD & SONS, *Wholesale & Manufacturing Opticians,*

Telephone & Extensions : CENTRAL, 541
Telegrams & Cables : SPECTACLES, GLASGOW (A.B.C. CODE)

70 MITCHELL STREET,
GLASGOW, C.1

ESTABLISHED 1889

LONDON COLLEGE OF PHARMACY

(Founded by H. WOOTTON, B.Sc.) C. W. GOSLING, Ph.C. *Principal :* IRVINE G. RANKIN, B.Sc., Ph.C.

SPECIALISTS in TRAINING PHARMACISTS

PRELIM. SCIENTIFIC
6 Months' Courses: (*a*) Oct.-March
(*b*) Jan.-June (*c*) April-Sept.
Part Time—1 or 2 or 3 days a week
Evening Classes—6.30–9.0 p.m.

CHEMIST & DRUGGIST QUALIFYING
9 Months' Course
Oct.-June

REVISION P.S. and C. & D.
Oct.-Dec. Jan.-March
April-June July-Sept.

Preparatory Postal Courses, P.S. and C. & D., available for Juniors and Apprentices before their College days

Apply to the Secretary, **361 CLAPHAM ROAD, S.W.9** *Tel. No. :* Brixton 2161

50th YEAR OF PUBLICATION

E THE EXTRA PHARMACOPŒIA P

By W. MARTINDALE, Ph.D., F.C.S.

Vol. I.—20th Edition. 27/6 net Postage 6d.
Vol. II.—19th Edition. 22/6 net Postage 4d.
Complete Work (2 Volumes). 50/- net post free.

An up-to-date book of reference containing concise and easily-found information on the clinical use of modern chemicals and drugs—characters, dosage, methods of prescribing, etc. The Posological Index contains over 12,000 items.

A synopsis of the principal Changes and Additions in the new B.P. is incorporated.

Pharmaceutical Journal, Oct. 15th, 1932, says: "It is impossible to imagine, even in this time of financial stringency, any dispensary bookshelf being complete without it."

Descriptive leaflet on request.

LONDON: H. K. LEWIS & CO. LTD., 136 GOWER ST., W.C.1, also from W. MARTINDALE, 12 NEW CAVENDISH ST., W.1.

CAMERAS are clicking

. . . . and Selo Films are in great demand. Make the most of the opportunity by showing the splendid Selo Displays in your windows and on your counters.

SELO

THE FAST FILM

SELOCHROME
THE EXTRA-FAST FILM

and the new
SELOCHROME FILM PACK
Made in 3 Sizes:
3¼ x 2¼ ins., 4¼ x 3¼ ins.
and 9 x 12 cm.

Made in England by:
ILFORD LIMITED
ILFORD, LONDON



SQUARE OR CYLINDRICAL CARTONS.



DEALERS EVERYWHERE
PRAISE THIS NEW ULTRA-FAST FILM

Malvern Link, Worcester May 13th, 1933
"Gentlemen,
I thank you for your letter AB/KSW, also test Film received. This film gave first-class results, including a snap taken indoors which I intend to use for sales purposes."

Deal May 12th, 1933
"Dear Sirs,
We are very pleased with the Films, being clean and full of density. We can contrast with other makes, because we do our own finishing."

Marlborough, Wilts May 30th, 1933
"Dear Sirs,
Can you **rush** me 100 more of your most wonderful of all Films.
My assistant and I cannot find words sufficient to express our delight and gratitude for such a Film. There is not and never has been a Film to equal the Hunter-Celwyn.
I must have these Films by Friday at the latest. Can you oblige?

Sell the "HUNTER-CELWYN"
ROLLFILM—6 EXPOSURE
$3\frac{1}{4}'' \times 2\frac{1}{4}''$ for 1/-
LESS THE USUAL DISCOUNT

The phenomenal success of the "Hunter-Celwyn" Rollfilm has proved that there is a great demand for a Shilling Rollfilm. Dealers up and down the country are profiting by this demand! Why not you? Stocks of the Film in SQUARE and CYLINDRICAL CARTONS are available for dispatch same day as order is received. SUPPLIED TO APPROVED DEALERS ONLY. Carriage paid on £1 net orders.

BIG, NEW 56-PAGE CATALOGUE GIVING FULL PARTICULARS OF ALL THE HUNTER SERIES OF PHOTOGRAPHIC SPECIALITIES, POST FREE ON REQUEST

R. F. HUNTER LTD.
CELFIX HOUSE
51 GRAY'S INN RD., LONDON W.C.1
Phones: HOL. 7311–2

MANY SUCCESSES IN THE EXAMINATIONS
Your Opportunity to
QUALIFY IN OPTICS

PRACTICAL WORK. Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.); or the College of Optics (F.C.O.).

Write for full particulars—
C. A. SCURR, M.P.S., F.S.M.C., F.B.O.A., F.N.A.O., B.Sc., F.I.O., F.C.O.
50 HIGH STREET, BARNET, LONDON, N.

MANCHESTER TUTORIAL COLLEGE
327 OXFORD ROAD, MANCHESTER
J. E. GRIME, B.A., B.D.
V. J. SANSOM, B.Sc. } Directors of Studies.
REVISION COURSES for PRELIMINARY SCIENTIFIC EXAM. start OCTOBER, JANUARY, APRIL & JULY.
FULL COURSES for MATRIC. and PHARM. PRELIM.

Revised Edition—Greatly Enlarged
INCOMPATIBILITY IN PRESCRIPTIONS
with a Dictionary of Incompatibilities.
By THOMAS STEPHENSON, D.Sc., Ph.C., F.R.S.E.
Cloth, Gilt, **4s. 6d.**, by post, **4s. 9d.**
Through any Medical Bookseller, or direct from:—
"THE PRESCRIBER" Offices, 13 Glencairn Crescent, Edinburgh, 12.

WESTMINSTER
COLLEGE OF PHARMACY
190 Clapham Road, London, S.W.9

Founder: G. S. V. WILLS, Ph.C.
Principal: P. H. WOODNOTH, Ph.C., F.C.S.

Special Summer Revision Course, eight weeks—commencing July 31st, for Qualifying and Preliminary Scientific Examinations.

Preliminary Instruction by Post is available for all Students who propose to attend the Day Classes.

Full details and prospectus may be obtained from the Secretary

THE SOUTH OF ENGLAND COLLEGE OF PHARMACY

186 Clapham Road, LONDON, S.W.9.
Principal—H. LUCAS, Ph.C., F.C.S.
assisted by a fully qualified and efficient staff.

NEW COURSES for both Parts I and II start here on OCTOBER 5.
Part I, 6 months, **fee 20 guineas;**
Part II, 9 months, **fee 30 guineas.**

SUMMER REVISION COURSES for both parts start on AUGUST 8, preparing for the October Examinations.
Fee 6 guineas.

The "Once a week" classes are held for Part I each Wednesday, 2-9 p.m.
FOR ALL PARTICULARS APPLY THE PRINCIPAL.

ROWLAND'S MACASSAR OIL

FOR **140** years, **Rowland's Macassar** has maintained its popularity as the leading hair tonic and dressing; this has been achieved because the merits of **Rowland's Macassar Oil** are fully substantiated by results obtained. You will do well to recommend a hair preparation of such world-wide fame.

In two forms, "red" for dark hair and "golden" for fair or grey hair.



Rowland's Macassar Oil

A. Rowland & Sons, Ltd., 22 Laystall Street, Rosebery Avenue, E.C. 1.

Elasto Reg^d

For all Diseases of the Circulatory System

Recommend "ELASTO" for Varicose Veins, Ulcers, Eczema, Swollen Legs, Phlebitis, Thrombosis, Muscular Weakness, Bad Legs, Piles, Prolapsus, Varicocele, Hardened Arteries, Blood Pressure, Deficient Circulation and kindred ailments.

Elasto may be relied upon to give satisfaction. The existing urgent demand is being steadily fostered by consistent advertising

WHY NOT SHOW ELASTO?

Prepared in the Laboratories of

THE NEW ERA TREATMENT CO. LTD.
CECIL HOUSE - HOLBORN VIADUCT
LONDON, E.C.

Full particulars, Showcards, and Leaflets on request



Elasto Tablets
5/- *a box*
(One month's supply)

Wholesale
45/- *a doz.*



Elasto Nature Salve
3/- *a box*

Wholesale
27/- *a doz.* *From your wholesaler*

P.A.T.A.

5/3 PROFIT ON EVERY SALE

Great & Instantaneous SUCCESS OF THIS EXCLUSIVE & MOST PROFITABLE LINE

WRITE FOR BOOK

Chemists who do not already stock W-5 Brand Tablets are invited to send for absorbingly interesting book and scientific information which fully explain the merits of this preparation.



W-5 BRAND TABLETS

Fixed Retail Price

21/- per box

W-5 Brand Tablets (for the rejuvenation of the skin from within) have during the past few months proved conclusively that an article of substantial merit will always sell readily, even though it be not in the low-price class. W-5 Brand Tablets do not compete with other lines, and are well advertised in the leading papers appealing to women.

W-5 BRAND TABLETS OPEN A NEW ERA IN THE TREATMENT OF THE SKIN

This preparation embodies a new scientific principle and is the first to influence the skin biologically from within, thus restoring it to health and beauty. This new discovery is the topic of the day wherever women foregather.

Supplies can be obtained from wholesale houses or from:

GELTY DISTRIBUTING CO.
158-162 OXFORD STREET, LONDON, W.1

Literature and show material supplied free.





"The Box with the Pink wrapper."

PRICE **1/3** PER BOX

(They cost 5/6 doz., and thus show 9½d. profit.)

If you have never stocked these Pills, send a postcard and we will forward **FREE OF CHARGE** for either Pills or postage, ½ dozen, in Outer Counter-box, with Showcards and Counter-bills, just to demonstrate to you how well they sell.

TRY THEM and you will always stock them.

A Yorkshire Chemist writes:
"I never in over 30 years of Pharmacy recommended an article with greater confidence."

These Pills, which we introduced 16 years ago, are now well known to the public, and there is a steady demand for them. The formula is an excellent one, and we are constantly receiving testimony from Chemists as to the satisfaction the pills give their customers.

MAY WE SEND YOU A SUPPLY?

The ACTON PILL & TABLET Co., Ltd.
BROADWAY CHAMBERS, ACTON, LONDON, W.3

THE P.A.T.A.

(The Proprietary Articles Trade Association)

FOUNDED 1896

THE PRICE MAINTENANCE ORGANISATION OF THE DRUG TRADE.

MEMBERSHIP.

Proprietary Manufacturers ...	400
Retailers	9,000

and all eligible Wholesale Distributors.

No Manufacturer of a Proprietary article sold mainly by the Retail Chemist can afford to be outside the P.A.T.A., if he values the goodwill of the Retail Distributor. The P.A.T.A. ensures for distributors a fair and guaranteed rate of profit on sales of Proprietary articles. Manufacturers of Proprietaries are, therefore, expected to place their products on the P.A.T.A. List.

Manufacturers of PROPRIETARY ARTICLES (distributed by the Drug Trade) who are not at present "on the P.A.T.A." are invited to join. The subscription is 6 guineas a year. For particulars apply to THE SECRETARY, 43 Gordon Square, London, W.C.1.

BRAND **Okasa** TABLETS

THE RECOGNISED LEADING

HORMONE-GLAND PREPARATION

For the Treatment of all NEURASTHENIC DISORDERS

SILVER FOR MEN
GOLD FOR WOMEN

PRICES :

Box containing 35 Tablets - 5/-
„ „ 75 „ - 10/-
„ „ 250 „ - 30/-

SOLD ALL OVER THE WORLD

SHOWCARDS & WINDOW DISPLAYS AVAILABLE

LEWIS & MELCHIOR LTD.
21 EVELYN HOUSE, 62 OXFORD ST., W.1
TELEPHONE : MUSEUM 9244

Dr. N. TUCKER'S

ASTHMA REMEDY

(The original preparation containing Cocaine)

AND

BRONCHASMIN

(not containing Cocaine)

for ASTHMA, Etc.

TUCKER'S

SPECIAL ATOMIZERS

Now British Made at Reduced Prices

Trade Terms on Application

Sole Proprietors :

A. Q. TUCKER & Co., Ltd.,
CHEMISTS
491 OXFORD STREET, W.1

A PROFITABLE LINE WITH A WORLD-WIDE SALE

that sells itself !

So many apparently hopeless cases of Rheumatoid Arthritis, Rheumatism, Neuritis, Sciatica, Gout and kindred ailments have been relieved by 'Curicones' that the fame of these easy-to-take capsules has become world-wide.

The action of 'Curicones' is to cure from within—to dissolve and eliminate the jagged, needle-sharp crystals in the blood that cause the pain and swellings. Over 2,400 British doctors are regularly prescribing 'Curicones'—there's a ready made market waiting for them. Marketed in three sizes at

5/-, 14/- and 24/-.

SOLD THE WORLD OVER . .

Curicones

The Tested Rheumatic Remedy

Show Cards, Booklets and Advertising Literature, sent on request to

STEPHEN MATTHEWS AND CO., LTD.

Mfg. Chemists and Druggists

19-21, FARRINGDON ST., LONDON, E.C.4
Telephone : City 8342

DR. JAILLET'S

Pepto-Fer DIGESTIVE AND INVIGORATING TONIC

for use in

Digestive Anaemia.
Anaemia of Respiratory Origin.
Consumptive Anaemia.
Anaemia of Convalescence.
Anaemia due to Mental or Physical Overwork.
Anaemia contracted in hot climates.

Fifty years' success permits us to affirm that Pepto-Fer gives excellent results in all cases of anaemia particularly in hot climates.

All enquiries to—

ETABLISSEMENTS DARRASSE FRÈRES, 13 rue Pavée, PARIS IV

LALKALA

THE REMEDY FOR

Asthma, Bronchial Catarrh, Hay Fever, &c.

PRESCRIBED BY LEADING PHYSICIANS

In Cigarettes. Retail **1/3, 2/6.** P.A.T.A.
In Papers. Retail **1/3, 2/6, 5/-.** P.A.T.A.

LUNDY, WILSON & CO., LTD., SUTTON VALENCE, MAIDSTONE, KENT.

PONTAMPON (Registered Trade Mark)

Pond's Vaginal Tampons
"A" ICHTHYOL COMPOUND
"B" ICHTHYOL 10%, &c., &c.
THE PONTAMPON COMPANY
55 HOLBORN VIADUCT, LONDON, E.C.1.



THE ONLY ABSOLUTE
COCKROACH EXTERMINATOR
is **BLATTIS,** The Union Cockroach Paste
This is guaranteed by the Sole Makers to completely destroy them in all climates.
HOWARTHS, 473 Crookesmoor, SHEFFIELD, 10
Tins 14/-, 26/-, 49/- doz. Liberal discounts

NONN BRAND TABLETS

for Men



for Women



FOR SALE BY CHEMISTS ONLY

Nonn for Men—*Red Cartons* **3/-** size, **24/-** dozen
Nonn for Men—*Red Cartons* **1s. 3d.** size, **10/-** dozen
Nonn for Women—*Blue Cartons* **3/-** size, **24/-** dozen
Nonn for Women—*Blue Cartons* **1s. 3d.** size, **10/-** dozen

NONN IS OBTAINABLE FROM ALL WHOLESALERS

THE N N COMPANY, LTD. (PROPRIETORS OF NONN), 28 FITZROY SQUARE, LONDON, W.1

:: SELL SOHO CAMERAS ::

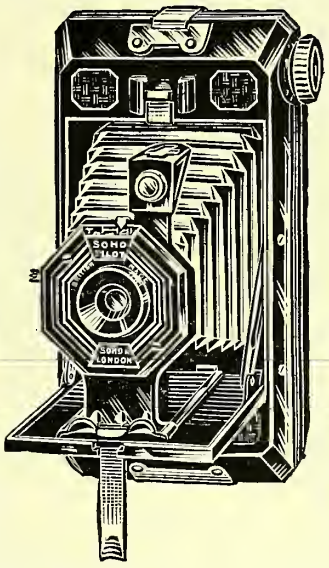
TWO POPULAR FAVOURITES

SOHO PILOT

A revolution in folding cameras. Cheaper than most box models, will do all that a box model will do, and also fold for the pocket. Practically unbreakable, keeps its polish—impervious to heat and damp. (Pictures 3¼″ × 2¼″ or 9 × 6 cm.)

Price 15/-

SOHO PILOT DOUBLET. Special model just introduced with superior finish and fitted with doublet lens. Price 20/-



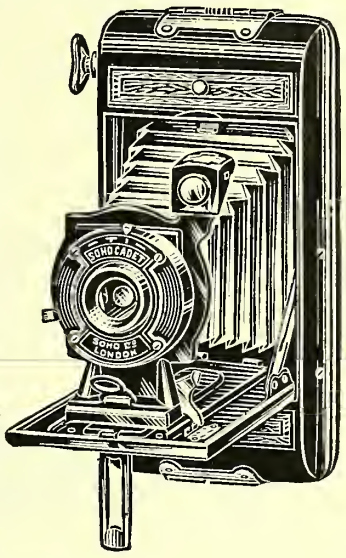
SOHO CADET

Has proved an astounding success. Handsome in appearance, exceptionally sturdy in construction, untarnishable practically unbreakable, reinforced bellows giving treble the life. It is an all-distance camera, no portrait attachment required. (Pictures 3¼″ × 2¼″ or 9 × 6 cm.)

Price 25/-

SOHO CADET DOUBLET. Similar to SOHO CADET but fitted with doublet lens and four diaphragms, greatly enlarging the scope of its work.

Price 30/-



Behind these cameras is the prestige of Soho Ltd., and a strong advertising campaign in the British Press—you can sell them with confidence.

SOHO LTD., SOHO SQUARE, LONDON, W.1

Liverpool School of Pharmacy

Principal:

H. HUMPHREYS JONES, F.I.C., F.C.S., Ph.C.

NEXT SESSION
October 5th

Preliminary Scientific
6 months Course

Qualifying Examination
9 months Course

September Examinations (Preliminary Scientific and Qualifying). Special Revision Course August 9th.

Students are requested to book early

Particulars from

BLACKBURNE PLACE, 8

STANDARD FILM

The Film that puts SURE in Expo-SURE!

6 Ex. 2¼ × 3¼. 1/- per roll

1300 H & D DOUBLE COATED

NOW SELLING AS FAST AS THEY CAN BE PRODUCED. OUR ADVERTISING CAMPAIGN WILL BRING YOU CUSTOMERS.

Packed in square and cylindrical cartons for counter and auto machine sales. We supply window cards and labels for auto machines.

Giant cartons and window posters, etc., free. Usual trade terms. All orders carriage paid.

Stocked by all wholesalers or obtain direct from

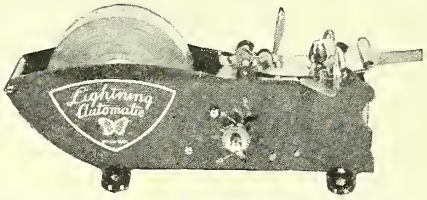
PHOTO TRADING CO. LTD., Change Alley, SHEFFIELD

FOR
Efficient Parcel Sealing
AND
Labelling

To obtain the maximum efficiency in the Packing Department be sure you use

"BUTTERFLY BRAND"
GUMMED TAPE

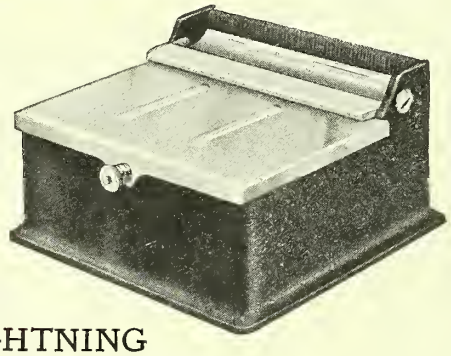
the quickest and most secure method of parcel sealing in conjunction with the



LIGHTNING AUTOMATIC SEALING MACHINE

which will take tape up to 1½" in width and dispense it in pre-arranged lengths from 2" to 8".

Net price 37/6. (Gummed Tape extra.)



The LIGHTNING
LABELLER

in three styles

5" wide - Galvanised 20/-
5" wide - Crystalline, Black finish 22/6d.
9" wide - Galvanised finish 30/-

WHEN ORDERING LABELS FROM YOUR PRINTER SPECIFY

SAMUEL JONES' NONCURLING GUMMED PAPER

SAMUEL JONES & Co. Ltd., BRIDEWELL PLACE, LONDON, E.C.4

COMPRESSED TABLETS

COATED or UNCOATED

STANDARD or PRIVATE FORMULÆ

WHOLESALE BUYERS WRITE

T. H. WALTON & Co. Ltd.
BATLEY

EDUCATING THE PUBLIC

One of the most effective pieces of public propaganda on behalf of the chemist is the booklet

THE BUSINESS OF A CHEMIST AND DRUGGIST

It sets forth clearly and concisely the functions of a pharmacist, his training, the restrictions of his trading and other matters of especial interest to the public at the present time.

Supplies of these booklets at the rate of

50 copies for 2/9

are obtainable from :—

THE CHEMIST AND DRUGGIST
28 ESSEX ST., STRAND, LONDON, W.C.2

BRANCH OFFICES:
Manchester, Sheffield, Glasgow. Melbourne and Sydney (Australia). Auckland (New Zealand).

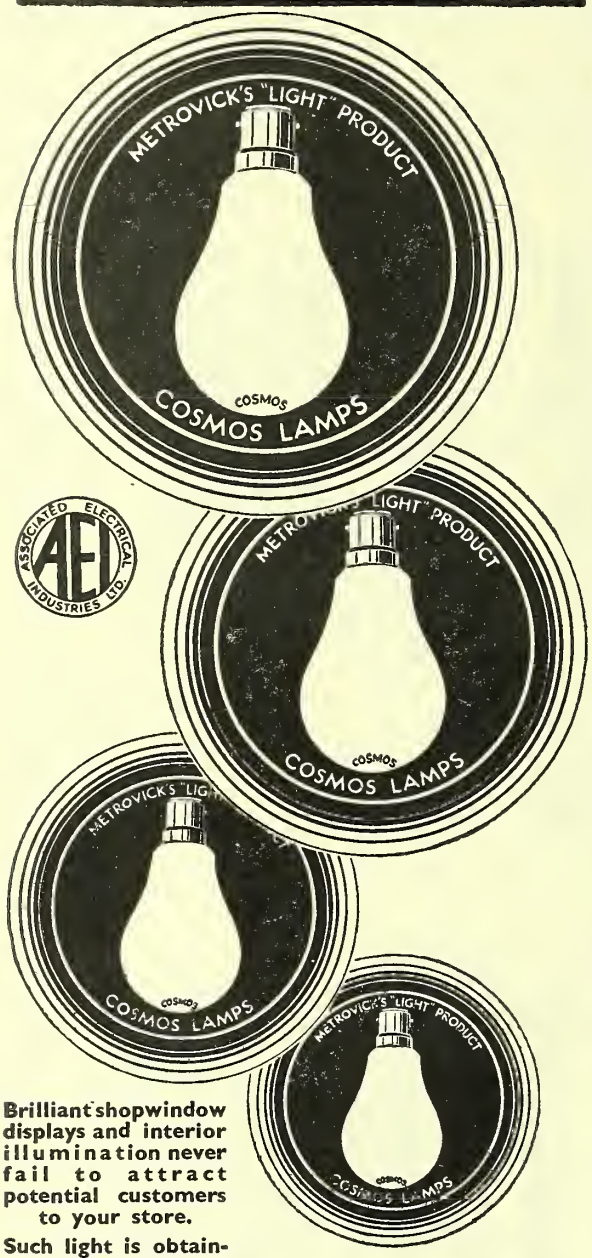
ORRIDGE & CO.

FOR

VALUATIONS

56 LUDGATE HILL, E.C.4

ESTABLISHED 1846 *Telephone No.: CITY 2283*



Brilliant shopwindow displays and interior illumination never fail to attract potential customers to your store.

Such light is obtainable with

COSMOS LAMPS

METROVICK'S 'LIGHT' PRODUCT SE 234

METROPOLITAN-VICKERS ELECTRICAL CO., LTD.
TRAFFORD PARK MANCHESTER

MUL-KOH AND RARLEW PRODUCTS

are first-class sellers, attractively packed, and represent the best value obtainable from the point of view of quality and prices. The range includes

RARLEW

Styptic Pencils *(in non-corrosive containers)*
Alum Blocks *(in non-corrosive containers)*
Shaving Sticks *(in non-corrosive containers)*
Shaving Cream

MUL-KOH

Peroxide Tooth Paste
Sifter Powder Box
Eyelash Cosmetic
Compact
Compact Pads
Velour Pads
Menthol Cones in Bakelite Cases
Boudoir Pads
Lipsticks
Nail Varnish
Cuticle Remover
Puff in Sachet
Boudoir Sets

These goods are obtainable from your usual wholesaler

THE IMPEX CO.
9-15 LEONARD STREET, CITY ROAD, LONDON, E.C.2
Phone: CLERKENWELL 9942.

Applied before work keeps hands clean

"ROZALEX"

Applied at night prevents chapped hands

Extensively used by
HOUSEWIVES, GARDENERS, MOTORISTS, ENGINEERS, PAINTERS, etc.

6d. Tubes. Displayed on showcards containing one doz. Also packed in attractive display cartons containing two doz. **1/- Tubes.** Packed in similar display cartons containing one doz. **1/6** and **2/6** aluminium containers in cartons. Obtainable from usual Wholesaler or direct. Trade terms and attractive show matter sent on request.

ROZALEX, LTD, Yorkshire House, Cross St., **MANCHESTER**

SALES OF "TENZ" TAKE AWAY THE BREATH

"Tenz," the tablets that sweeten the breath without scenting it, are being used by people in every walk of life.
"Tenz" Antiseptic Tablets instantly remove all odours from the breath. There is a universal demand for this line. Keep the dainty Display Box on your counter, and get your share of the sales. Sells at 3d. per tube, and shows big profits. Order direct or from your usual Wholesaler.

Tenz Manufacturing Co., 8 Fairfield St., Manchester

IONIZED IODINE

(MOLSON BRAND)

Obtainable from the usual wholesalers or the makers

MOLSON IONIZED IODINE CO. Ltd.
34 C, GABRIEL'S HILL, MAIDSTONE

DARTRING LANOLINE TOILET AND GARDENIA VANISHING CREAMS

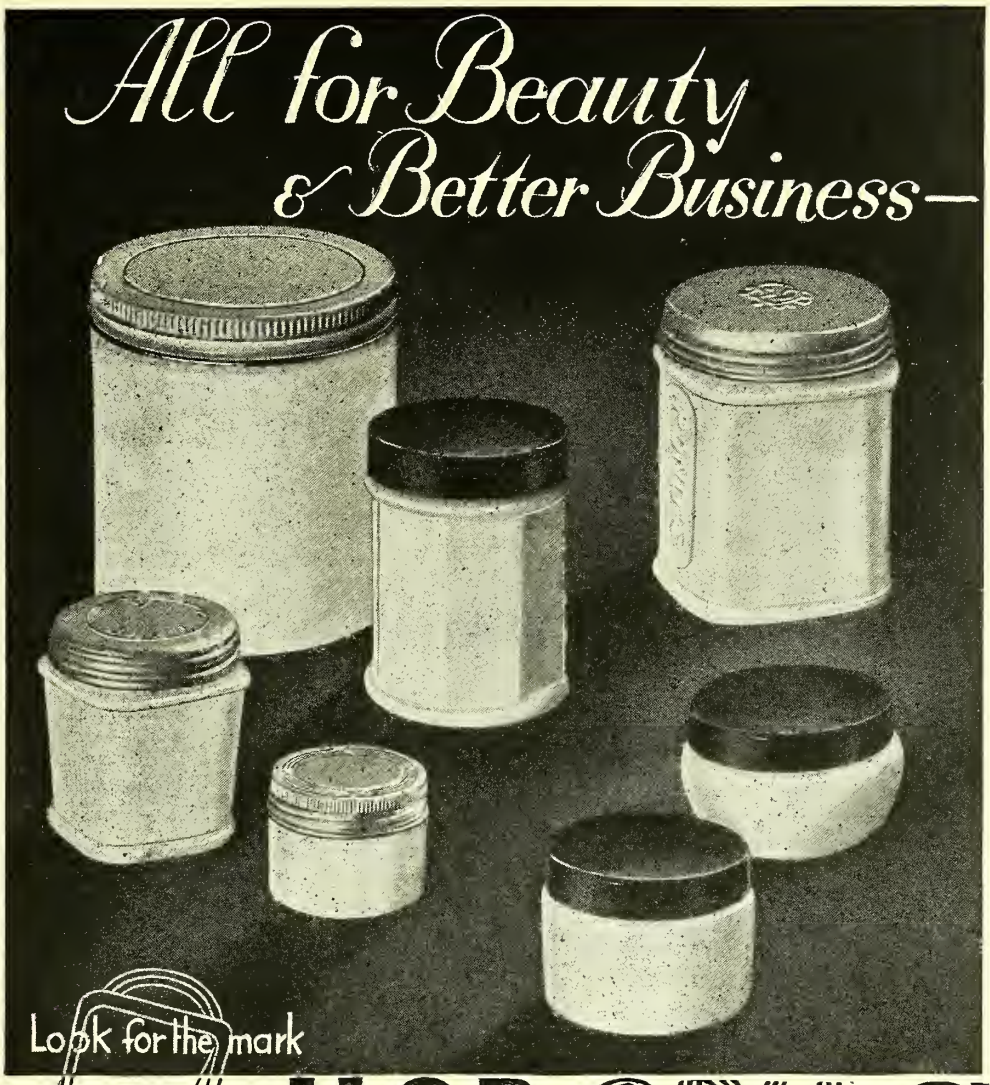
Supplied in Tubes 7½d. and 1/3.

British Manufacture Stocked by all leading Wholesalers

PARK BUCKERIDGE & CO., LTD.
Dominion Works, Thames Road, Chiswick, London, W.4
Telephone: Chiswick 4791

All for Beauty & Better Business—

"the perfect pair"



U.G.B. OPAL GLASS

BRITISH MADE

at our own works St. Helen's, Lancs.

BLOWN and PRESSED

SINCE the beginning of 1933 the U.G.B. have been manufacturing opal pots and jars, in stock and proprietary designs on a very large scale. The glass has the *true brilliant opalescent hue* so much desired in opal glass manufacture, attained by the application of scientific methods of the U.G.B. technical skill.

KORKALITE caps and metal closures to fit the opal containers, manufactured in our Kork-N-Seal Works, assure avoiding the trouble of misfits. Let us figure on your requirements in stock or private mould designs.

A U.G.B. Product

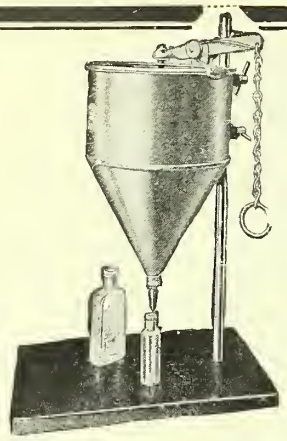
Telephone: TEMPLE BAR 6680 (10 lines)

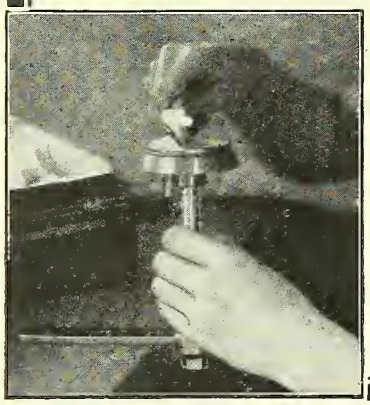
Telegrams: "Unglaboman, Estrand, London"

UNITED GLASS BOTTLE MANUFACTURERS · LIMITED

Largest Manufacturers of Glass Bottles in Europe

40/43 Norfolk Street, Strand, London, W.C.2



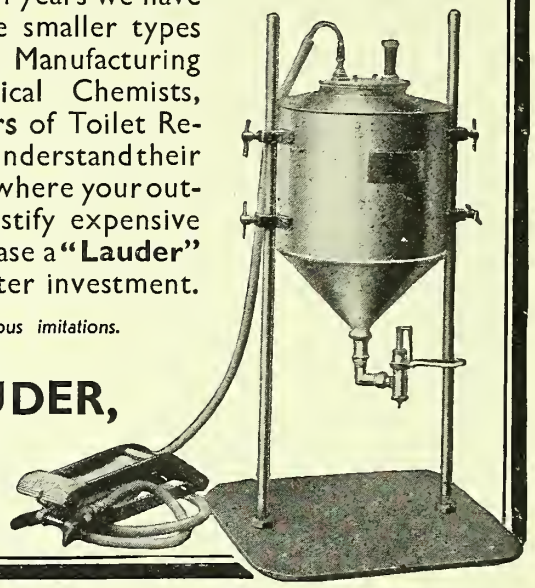


"FILLING MACHINES"

is a term indicative of class—not quality—but the word **"Lauder"** prefixed gives added significance and carries with it the assurance of superior service —at minimum cost.

For the past ten years we have specialised in the smaller types of machines for Manufacturing and Pharmaceutical Chemists, Perfumers, makers of Toilet Requisites, etc., and understand their requirements, so where your output does not justify expensive machinery, purchase a **"Lauder"** —there's no better investment.

Beware of spurious imitations.



SOLE MANUFACTURER:

L. T. LAUDER,

4 Miles Hill St.,
LEEDS 7.

Phone: 43039.
Wires: "Lauder," Phone, 43039, Leeds.

- FOR -

GLASS BOTTLES

WRITE TO

FRED[K]. YOULDON

(formerly Proprietor of E. Youldon. Established 1840)

68 Basinghall Street, London, E.C.2.

Phone: Metropolitan 4929. Telegrams: "Youldon, Ave, London."

MEDICAL SURGICAL SCIENTIFIC

Enquiries Invited
Wholesale & Export
only, for

BRITISH MADE
GLASSWARE

Test Tubes,
Flat Bottom Packing
Tubes, with or without corks.
Syringes, Nasal Douches, Nipple
Shields, Surgical Instruments.

POULTEN, SELFE & LEE, LTD.
163 Bow Road, London, E.3, England
Phone: *East* 6332-3

Continuous and Steadily Advertised Goods
FOR DESTROYING RATS AND MICE

DANYSZ VIRUS

Retail Price (Protected)		Net Wholesale Price
Virus for Rats and Mice, single tube, 2/– .. 3 tubes, 5/–	..	15/– per doz.
Virus for Mice only .. single tube, 1/6 .. 3 tubes, 3/–	..	9/– „

Date-expired tubes returned to us postage paid will be exchanged free of charge.

Danysz Virus in Liquid Form

Retail Price	Wholesale Price
Quart Bottles 6/– each	4/6 each
Pint „ 4/6 „	3/9 „

HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices 25% Monthly Account, or 33⅓% cash with order.

	Retail	Monthly A/c	Cash with Order
½ gall. tins ..	10/–	7/6	6/8
1 „ „ ..	18/–	13/6	12/–
5 „ „ ..	80/–	60/–	53/4

DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.

Retail Prices (Protected)	Wholesale Prices per doz.
In tins 3d.	In boxes of 2 doz. 2/1
„ 6d.	„ 1 „ 3/8
„ 1/–	„ 1 „ 7/3
„ 2/6	„ 1 „ 18/–

Danzo Beetle Powder will not deteriorate by keeping.

CARRIAGE PAID ON ALL ORDERS.

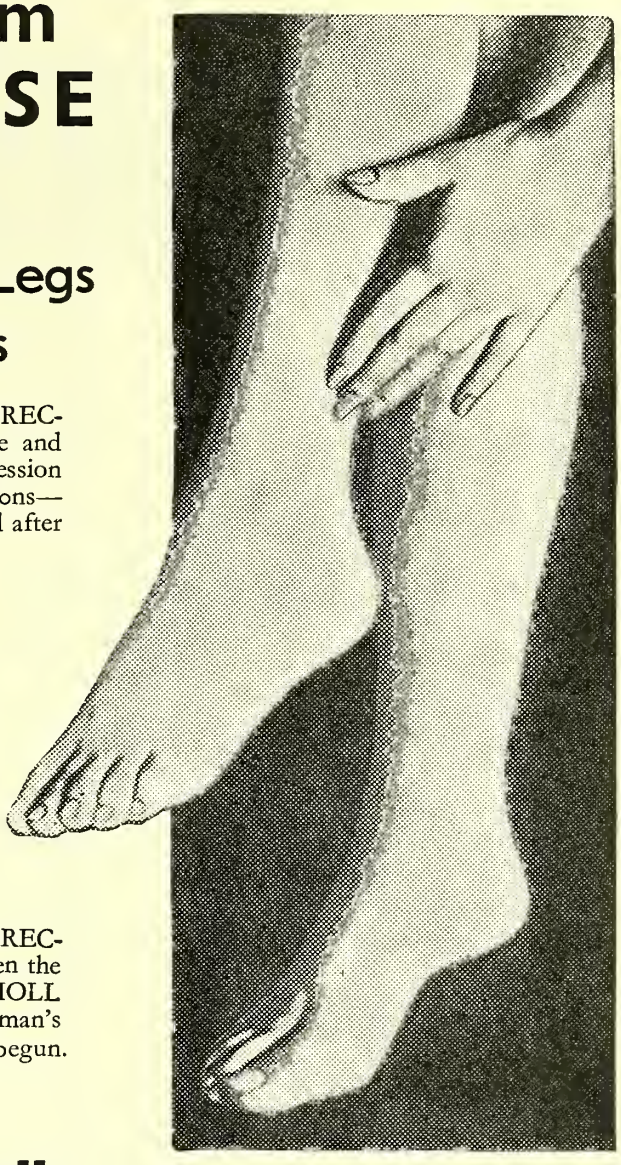
To be obtained from

HALLER LABORATORIES, LTD.
325 Borough High Street, LONDON, S.E.1

Telegrams: "Virudana, Sedist, London." Telephone: Hop 2717

Many of your customers suffer from VARICOSE VEINS

Tired, Aching Legs or Puffy Ankles



Dr. Scholl's Rubberless CORRECTIVE HOSIERY is invaluable and approved by the medical profession for most Varicose Vein conditions—particularly for wear during and after the "Injection Treatment."

Dr. Scholl's Rubberless CORRECTIVE HOSIERY is easy to sell—the five stock sizes fit 90% of the cases. Special sizes are supplied quickly. A Size-Chart, 1 Golden Display Leg and useful literature comes free with an order of one pair of each of the five sizes.

Dr. Scholl's Rubberless CORRECTIVE HOSIERY will be given the publicity accorded to all SCHOLL quick-selling lines—a special Woman's Magazine Campaign has now begun.

You can sell

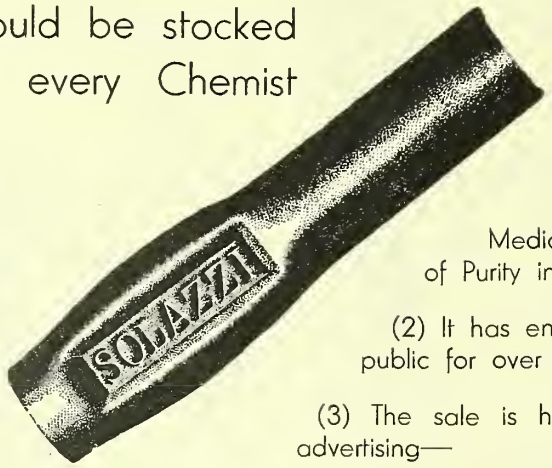
Dr Scholl's CORRECTIVE HOSIERY

Rubberless in two qualities.
Patented 14/- per pr. Retail 22/6 per pr.
Superfine 10/- „ „ 15/- „

Enquire of your Wholesaler, or
THE SCHOLL MFG. CO. LTD.
188-194 St. John Street, London, E.C.1

SOLAZZI
LIQUORICE JUICE

should be stocked
by every Chemist



Should any enquiry as to the composition of Solazzi be received from the public, chemists are asked to emphasise the fact that it is the pure unadulterated product of the finest Calabrian Liquorice Root, and that a guarantee is included with every parcel.

BECAUSE

(1) It is recognised by the leading Medical Journals as the Standard of Purity in Liquorice

(2) It has enjoyed an uninterrupted sale to the public for over 100 years

(3) The sale is helped by steady and intelligent advertising—

IT IS PRE-EMINENTLY THE CHEMISTS' BRAND OF LIQUORICE



THE ENGRAVER
by Mathey

The First Proof....

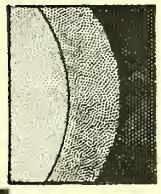
tells the engraver if all is well and if the delicate and intricate stages of plate making have been successfully negotiated.

SWAINS' BLOCKS

As the production of perfect, trouble-free blocks is our constant aim, first proofs are keenly scrutinised for faults. Hence the appreciation of thousands of satisfied customers.

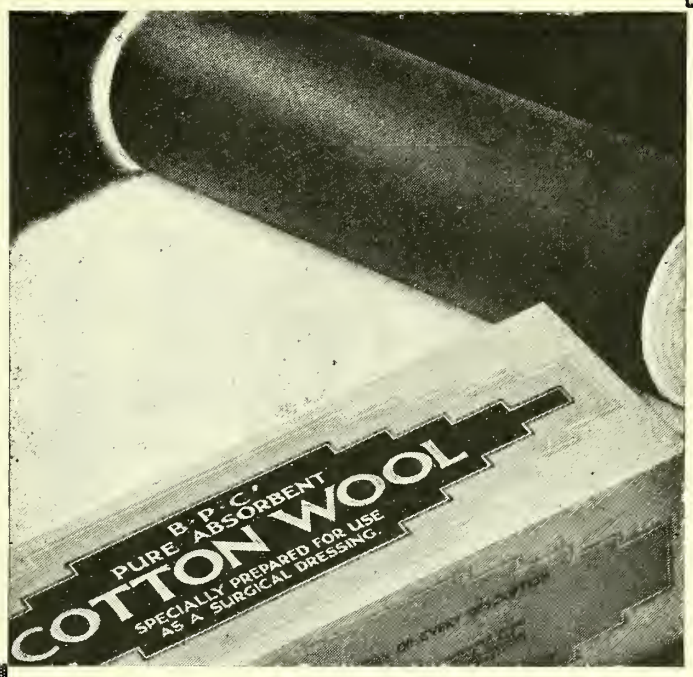
JOHN SWAIN & SON LTD
HALF-TONE • LINE • COLOUR • GRAVURE • TYPESETTING
DESIGNING • ELECTROTYPING • STEREOTYPING
89-92 SHOE LANE, LONDON, E.C.4

Surgical Dressings



Robinson's make a special feature of attractively designed cartons and wrappings suitable for overprinting with *your* name and address, having a staff of artists specially trained for this branch of the trade.

Your Enquiries are invited.





TRADE MARK REG'D

SELL LINT BEARING THIS TRADE MARK

Warranted Pure
Tears Easily

CELLULOSE WADDING

Noted for high absorbency, cheapness and efficiency.

Also Manufacturers and Sole Proprietors of

"GAMGEE TISSUE"

This Cotton Tissue is for the Dressing of Wounds, and the making of Splints and Moulds and Chest Protectors.

CAPSICUM TISSUE—

made from our well-known Gamgee Tissue, charged with the active essence of Capsicum and Methyl Salicylate.

ABSORBENT COTTON LINTS, WOOL, GAUZES, ROLL BANDAGES, either plain or medicated.

ASEPTIC DRESSINGS of all kinds, packed under **ROBINSON'S PATENT.**

WOOD WOOL WADDING—Pinewood fibres intimately mixed with absorbent cotton wool.

SANITARY TOWELS & MATERNITY PADS.

DRESSINGS — "B.P.C." "N.H.I." & FIRST AID, in an attractive new range of cartons and special wrappings suitable for overprinting.

ROBINSON & SONS LTD.

WHEAT BRIDGE MILLS, CHESTERFIELD

Actua SPINNERS, WEAVERS, BLEACHERS.

LONDON OFFICE:
168 OLD STREET, E.C.1

M M

ADVICE TO MANUFACTURERS AND TRADERS.

The Council of the Trade and Technical Press has received representations from advertisers, individually and collectively, with the request that Trade and Technical Journals should draw attention to the wisdom of scrutinising very closely any propositions which may fall under one or other of the following heads :—

(1) Requests for Participation in Composite Pages.

Composite pages generally relate to new public works and undertakings, and no objection can be taken to them when carried out on the proper lines. Any proposal, however, to participate in a composite page should be fully investigated, since it can be used as an indirect means of inducing contractors or sub-contractors to spend money on unprofitable advertisement : for example, the names of the principal undertaking or of directors or officials responsible for the placing of contracts or orders may be put forward as sponsors for the scheme, with the result that, rather than risk offence, the contractor or sub-contractor may agree to participate by giving an advertisement ; and the advertisement may be quite unprofitable to him, since the page may consist of a small amount of editorial and a large number of advertisements, and the advertisements, owing to their specialised character, may not be of interest to the bulk of the readers of the publication.

(2) Requests to Advertise in Handbooks Descriptive of Works or Industrial Undertakings.

While the proprietors of industrial establishments have every right and interest to produce books descriptive of their manufacturing facilities or welfare activities, they should examine with the utmost care any proposal whereby these books are to be produced or supplied to them free or at a reduced price ; since this project can be used as an indirect means of inducing their sub-contractors or other firms to spend money on unprofitable advertisement ; for example, the names of the proprietors of the establishment may be used to bring influence on their sub-contractors or other firms from whom they buy plant and materials, with the result that those firms may thereby be induced to take advertisement space which has no real advertising value for them.

(3) Proposals to Give Free Editorial Write-ups Subject to Purchase of Blocks for Illustrations.

Any proposal to give a free editorial write-up should be carefully examined and enquiries made at the time as to the illustrations and cost thereof ; for the system can be abused by the blocks being made of unnecessarily large proportions and being charged to the customer at more than the normal price of such work.

It cannot be too strongly emphasised that firms should examine any such proposals as are mentioned above before they agree to participate. In the case of Items 1 and 2, if they are approached for permission to allow books or special pages to be based on any undertaking in which they are interested, they should be careful to see that their name will in no way be used to bring influence to bear on sub-contractors or firms from whom they purchase.

The Council of the Trade and Technical Press,
E. O. NORTON,
Secretary.

6, Bouverie Street,
Fleet Street,
London, E.C.4.

MONAXONE

a quick selling series of excellent Toilet Aids



Retail 1/- & 1/9

Dozen 8/- *&* 14/-

Carr. Pd. Packing Free

HAIR CREAM : Amber tinted, discreetly perfumed, tonic value.

DRY SHAMPOO : Spirit cleanser, economical in use.

Both the above and a range of Flower Oil Brilliantines are smartly packed in sprinkler-neck bottles with Bakelite caps.

Embossed gold and silver foil labels.

Showcards (10 x 8) *gratis.*

Order through your own Wholesale House or direct from

EASTON & SON
54 Lower Thames Street
London, E.C.3
Telephone : Royal 2770-1

"SURCO"

RELIABLE

ELASTIC HOSIERY

SEAMED AND SEAMLESS

For special garments to measure we maintain a 24-hour service

BODY BELTS
TRUSSES
SUNDRIES

Write for Catalogue

SURGICAL HOSIERY CO.
LTD.
RUSSELL STREET, NOTTINGHAM

Telephone: 75903 *Telegrams: "Surgical, Nottingham."*

Printed for the Proprietors by EYRE AND SPOTTISWOODE LIMITED, His Majesty's Printers, East Harding Street, E.C.4, and Published by the Proprietors, MORGAN BROTHERS (Publishers), Limited, at 28 Essex Street, Strand, London, W.C.2.—*June* 24, 1933. (228/66

WRIGHT'S COAL TAR SOAP should be your first consideration in soaps.

It is the original and only genuine Coal Tar Soap.

The Institute of Hygiene has certified Wright's Coal Tar Soap annually since 1904, for purity, quality and merit. There is a steadily increasing sale for this famous soap which has been gradually built up over half a century.

Its name is constantly before the public eye through the most diverse and popular channels.

Wright's Lysol is also worthy of your personal attention. It is, like the soap, BRITISH MADE AND BRITISH OWNED.

RETAIL PRICES

Toilet Soap -	6d.
Bath Soap -	10d.
Shaving Stick -	1/-
,, Cake -	1/-
,, Cream	1/-
Talcum Powder -	1/3
Inhaler (complete)	3/6
Shampoo Powders	3d. each
,, Liquid -	1/3
Bath Salts -	1/-
Lysol 4 ozs. -	1/-
,, 8 ozs. -	1/9
,, 16 ozs. -	3/-

Show Material on request.



WRIGHT, LAYMAN & UMNEY, LTD. **Southwark, London**

THE ESTABLISHED FAVOURITE

In six delightful perfumes



IN UNIQUE SIFTER FLASK IN ATTRACTIVE COLOURS

RETAIL 2/-

FOR SUMMER IMMACULATENESS RECOMMEND DUBARRY TALCUM. IT IS THE FINAL BENEDICTION OF THE BATH. A DELIGHTFUL COMFORT AFTER SEA-BATHING—GIVES A SATIN FEELING TO THE SKIN. IDEAL FOR AFTER THE SUN-BATH. ESSENTIAL AFTER PHYSICAL EXERTION.



dubarry

81 BROMPTON RD., LONDON.

The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

JUNE 24, 1933

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for DISPOSAL, PREMISES TO LET and FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES—6/- for **50** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

SITUATIONS OPEN—6/- for **40** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

SITUATIONS WANTED—2/- for **18** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

LEGAL NOTICES, TENDERS, AUCTIONS, and all specially-spaced announcements, **1/3** per nonpareil line (12 lines = 1 inch single column). (Box No., **1/-** extra.)

MISCELLANEOUS (Wholesalers') Section for odd and second-hand lots—**10/-** for **60** words; **1/-** for every additional **10** words or less. (Box No., **1/-** extra.)

EXCHANGE COLUMN (for Retailers, etc.)—**Twopence** per word, minimum **2/-.** (Box No., **1/-** extra.)

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2

Telephone: Central 6565 (8 lines). *Telegrams: "Chemicus, Estrand, London."*

CLOSING FOR PRESS.

All advertisements intended for insertion in this Supplement must reach us not later than **FIRST POST THURSDAY MORNING**

ORRIDGE & CO.

56 LUDGATE HILL, E.C.4

ESTABLISHED 1846 *Telephone No.: CITY 2283*

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—SOUTH KENSINGTON.—Good-class Retail Business with Dispensing and Kodak Agency; returns exceed £2,100 per annum; net profit approximately £550; modern single front; attractive oak fittings and good working stock; two flats over shop sublet to cover entire rental; long lease; price £1,625.

2.—PICCADILLY (Death Vacancy).—High-class Cash Retail Business offering scope for increase; returns last year £3,350; gross profit £1,357; net profit to manager proprietor approximately £700 per annum; price £2,250 or near offer.

3.—HARROW (Death Vacancy).—Good Middle-class Retail Business with Kodak Agency; in late proprietor's hands over 20 years; returns approximately £1,600 per annum; have been £3,000; large double-fronted shop situate in prominent position near railway station; handsome fixtures and good working stock; very good living accommodation; price £1,050 or near offer.

4.—NORTH LONDON.—Cash Retail Business returning approximately £1,300 per annum under management; single-fronted main road shop nicely fitted and amply stocked; rent £104 per annum inclusive of rates; held on lease; price £650.

5.—CROYDON.—Middle-class Cash Retail Business; established over 50 years; net profit £538 last year; double-fronted shop nicely fitted in mahogany and very well stocked; large house over; rent £100; held on lease; price £1,450.

6.—CITY BUSINESS.—Cash Retail Business situate in prominent position near busy main line station; established over 150 years; returns under management, present rate, approach £1,800 per anuum; gross profit 43 per cent.; single-fronted shop handsomely fitted and fully stocked; rent £200 per annum inclusive of rates; held on lease; price £1,000, which is less than the value of stock and fixtures.

7.—SURREY.—Medium-class Cash Retail Business with Kodak Agency and N.H.I. Dispensing; increasing turnover last year being £1,380; double-fronted corner shop situate in residential district; modern house, garden and shed; rent £80; new lease; price £700 or valuation terms entertained.

8.—HOME COUNTY.—Cash Retail Business situate in main road; returns last year £2,640, under management; double-fronted corner shop, nicely fitted and fully stocked; living accommodation over; new lease will be granted at reasonable rental; price £750, plus valuatiou of stock and fixtures.

9.—DERBYSHIRE (Death Vacancy).—Mixed Retail Business with Dispensing connection and small amount of Wholesale; returns last year about £2,000; gross profit 40 per cent. on Retail and 70 per cent. on Wholesale; stock and fixtures worth about £850; living accommodation; price to include freehold £2,000, or lease would be granted at a rental to be agreed; premises worth about £1,000.

10.—KENT COAST.—Middle-class Cash Retail and Prescribing Business with N.H.I.; returns last year £1,324; net profit £367; double-fronted corner shop well fitted and stocked; good living accommodation; rent £80 per annum; price £800.

11.—MIDDLESBROUGH.—Middle-class Cash Retail and Dispensing Business with Kodak and Rexall Agencies; returns approximately £1,500 per annum; double-fronted shop, nicely fitted and fully stocked; good living accommodation; rent £90 per annum; held on lease; price £500 or valuation terms entertained.

12.—BERKS.—Unopposed Village Drug Store with Newsagency, &c.; increasing turnover, last year being £2,753; gross profit 30 per cent.; good living accommodation; beautiful garden, with tennis lawn, &c.; price to include property £2,200; ill health cause of sale.

13.—BOURNEMOUTH (near).—Middle-class General Retail Business situate in prominent position in busy main road; increasing turnover, last year being £2,339; spacious shop nicely fitted and fully stocked; good living accommodation; Vendor owns the property and will sell same or grant a lease at a rental to be agreed; valuation terms entertained.

14.—NORTH LINCS.—Country Retail Business with Agricultural connection; increasing turnover last year, being £1,500; net profit about £350; single-fronted shop, nicely fitted and heavily stocked; good living accommodation; garden, fruit trees and flowers; rent £47 per annum; price £400, plus valuation of stock and fixtures.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

BERDOE & FISH

40 ARGYLE SQ. KING'S CROSS. W.C.1

ONE MINUTE FROM KING'S CROSS AND ST. PANCRAS STATIONS.

PHONE TERMINUS 3574

Chemists' Valuers and Transfer Agents

ESTABLISHED 1870

1.—HOME COUNTY.—Good Middle-class Cash Business, in good position; returns over £1,500, showing steady increase; net profit £420; books audited; rent £60, long lease; attractive modern Pharmacy, fully stocked; price £1,200 cash, or valuation terms arranged.

2.—HANTS.—Cash Drug and Photographic Store; returning under manager £817; excellent profits; fine chance for qualified proprietor; central position, nice town; low rent; price £500.

3.—N. WALES.—Unopposed, Light Country Retail, all ready money; returns over £700; double-fronted corner shop (lock-up); rent only 8s. weekly inclusive; stock worth £425; price for quick sale £325.

4.—KENT.—Unopposed Drug Store, with scope for increase in qualified hands; returns last year £769; excellent profits; rent £52 on lease; double-fronted shop witb convenient house; good stock; owner retiring; price £500.

5.—LONDON, S.W.—Good-class Family Retail, with sub-Post Office attached, in centre of densely populated residential area; easily worked; returns average £2,000; net profit £430; flat over; excellent stock; price £1,300 or near offer.

6.—NORTH LONDON.—Good Working-class Cash Business; N.H.I. £180 a year; returns last year £1,220, under manager; scope for increase; double-fronted shop with house attached; long lease; price £500.

7.—NORTH LINCS.—Well-established Country Retail Business; quite unopposed; returns last year £1,500; rent and rates £55, on lease; 8-roomed bouse; well-stocked garden, garage, &c.; price £1,200 or £350 plus valuation of stock and fixtures.

8.—READING (near).—Light Country Retail, pleasantly situated; returns over £900 last year; modern shop and house with large garden; one other chemist; price valuation, about £500.

9.—SOUTH COAST.—Good-class Dispensing and Photographic Business, pleasantly situated on sea front; returns average £1,200; no immediate opposition; nice house and garden; own freehold for sale witb Business; £1,000 mortgage arranged on freehold.

10.—HARROW.—Good-class Business; present returns about £1,600; neglected through illness and death of owner; plenty of scope; handsome Pharmacy, with good house; price for early sale £1,050, or first reasonable offer.

11.—LONDON (West End).—Good-class Business, recently established; present returns about £18 weekly, will do double; gross profits 40 per cent.; corner shop; close to hotels and clubs; price £500, and stock at valuation.

12.—SURREY (suburb).—Light Cash Retail, with good Photographic trade and N.H.I., in centre of large estate; returns nearly £1,550, net profit £395; house attached; large well-fitted shop; good stock; offers invited.

BUSINESSES WANTED.

SPECIAL NOTICE TO INTENDING VENDORS

We have genuine cash buyers requiring businesses in all parts, and particularly for the following: **Midlands and Northern Counties,** showing net profit £1,000 upwards, capital up to £4,000 waiting: **London, Southern or Home Counties.** Good class business, returns £4,000 upwards, must stand 2 assistants, ample capital for right business. **Devon, Cornwall or S.West Counties.** Coast or inland. Turnover about £3,000. House preferred, not essential, capital available up to £2,500. Correspondence cordially invited, which will be treated in the strictest confidence.

WRITE FOR OUR SPECIAL SUMMER STOCKTAKING TERMS.

Ernest J. George

Bank Chambers, 329 High Holborn, London, W.C.1
Telephone Nos.: Holborn 1167 & 1278 (2 lines)

Tudor House, Walsall
Telephone: Walsall 3774
Telegrams: "Earnest, Walsall"

(C1) BERKSHIRE.—Established retail business, situated in pleasant and progressive town; returns for last financial year, under management, upwards of £50 weekly; property could be purchased, or leased at a very reasonable rental; owner selling on account of other business interests, which prevent full personal attention; offers invited; valuation basis if desired.

(C2) ESSEX.—Old-established pharmacy, with living accommodation, situated in small seaside town; returns for the last financial year upwards of £2.100; rent (inclusive of rates) approximately £50 per annum; lease 13 years unexpired; reasonable purchase price; owner moving for family reasons.

(C3) NORTH MIDLANDS.—Attractive modern lock-up pharmacy situated in leading position of small town; present returns approximately £40 weekly; reasonable rental; long lease; excellent scope and prospects; purchase price by negotiation.

(C4) WORTHING (NEAR).—Modern double-fronted pharmacy with exceptionally good potentialities; present returns approximately £1,700 per annum, with early prospects of substantial increase; prominent situation and very pleasant and congenial business to run; no near opposition; reasonable rental; exceptional opportunity.

(C5) BRIGHTON.—Business situated in prominent shopping thoroughfare, available for disposal at valuation of stock and fixtures only (approximately £1,150); present returns approximately £30 weekly; has done over £40 per week, and is well capable of a quick return to these figures; rent £150; lease, 19 years unexpired.

(C6) BAKER STREET (NEAR).—Old-established pharmacy with premises at rear, at present sublet; inclusive net rental, £65 per annum; lease 26 years to run; turnover (capable of substantial increase) approximately £30 weekly; purchase price, all-in, £700; owner retiring owing to ill-health and advancing years.

(C7) EAST KENT.—Good-class pharmacy, old-established, situated on sea front; present returns upwards of £1,500 per annum; heavy photographic trade and good prescribing; purchase price approximately one year's net profit for goodwill, plus value of stock and fixtures.

(C8) KENT COAST (EAST).—Pharmacy, with living accommodation, self-contained, situated in small seaside town; average returns approximately £1,400 per annum; rent £80; long lease; purchase price £800, including stock and fixtures estimated at £550; turnover for 1933 showing steady and consistent increase.

(C9) NORTH WALES.—Pharmacy, with living accommodation at present sublet; returns for year ended February, 1933, £1,394; good scope for increase; net rent, after allowing for sublet, £74 per annum; good private dispensing and N.H.I.; purchase price, lease and goodwill, £100; stock and fixtures at valuation.

(C10) BIRMINGHAM.—Pharmacy (lock-up), situated in main shopping street; present returns approximately £1,250 per annum, with good scope for increase; rent and rates, £67 per annum; purchase price £100; stock and fixtures at valuation.

(C11) YORKSHIRE.—Pharmacy situated in prominent city thoroughfare, excellently adapted to a chemist interested in toilet and photographic trade; present returns approximately £25 weekly, and increasing steadily; main road situation; excellent scope; very low rental and purchase price; immediate investigation strongly advised, as the opportunity is an exceptional one; good reasons for selling.

(C12) BIRMINGHAM (NEAR).—Old-established pharmacy situated in pleasant outer residential suburb; returns for last financial year upwards of £1,200, with abundant scope for increase under young, energetic proprietorship; present owner retiring; purchase price to comprise value of stock and fixtures only (approximately £700).

(C13) SOUTH COAST (HOLIDAY RESORT).—Established retail business, with living accommodation, for disposal owing to continued illness of proprietor; average returns for past two years approximately £20 weekly, but these figures should be capable of considerable increase; property (freehold) can be purchased, or leased at an agreed rental; no near opposition; price (all-in) £400; exceptional opportunity for chemist with limited capital to acquire a genuine business offering good scope for development.

(C14) GOLDERS GREEN (NEAR).—Recently established lock-up pharmacy offering excellent scope for future development; average returns £20–£24 weekly; main road situation; good-class district; reasonable rental and purchase price.

(C15) SOUTH-WEST MIDLANDS—EXCEPTIONAL OPPORTUNITY.—Old-established retail business with valuable proprietary connections, for disposal owing to contemplated partial retirement; present turnover approximately £2,100 per annum, with excellent opportunities for further development; very high earning power, and exceptionally low overhead charges; no near opposition; capital required upwards of £2,000; bankers' references requested.

(C16) SOMERSET.—Drug store, with living accommodation, for disposal owing to retirement; all modern conveniences; present returns £15 weekly, and steadily increasing; very reasonable purchase price.

(C17) ROMFORD (NEAR).—Attractive corner pharmacy (lock-up), returning approximately £35 weekly; rent £70; long lease; no near opposition; purchase price, goodwill, £250, plus value of stock and fixtures; exceptional opportunity.

VALUATIONS FOR ALL PURPOSES AT ECONOMICAL RATES.

BE WISE!—Put your Stocktaking & Income Tax problems in the hands of—

THOS. TOMLINSON & SON

The Firm with over 80 years' experience

Our business and reputation have been built up on prompt and efficient service. We are noted for giving a Square Deal on all matters relating to CHEMISTS' TRANSFERS, CHEMISTS' VALUATIONS, CHEMISTS' STOCKTAKING, CHEMISTS' ACCOUNTANCY, CHEMISTS' INCOME TAX PROBLEMS, and always have on hand a number of attractive businesses for sale in all parts of the country. Special Terms on application.

46 VICTORIA ST. (*opposite Woolleys*) **MANCHESTER,** *and at Sheffield*

Telegrams: "TOMTOM" Manchester
Telephone: MARPLE 332

S. F. CLARK, F.N.A.A. 'Phone: Prospect 3366
CHEMISTS' VALUER & TRANSFER AGENT
34 Marksbury Avenue, Richmond, Surrey
Personally conducts VALUATIONS for TRANSFER, PROBATE, PARTNERSHIPS, also annual STOCKTAKING, in all parts of the British Isles, upon strictly moderate terms. Interviews arranged to meet pharmacists' convenience, and all matters treated confidentially.
Businesses (London & Provincial) available.

E. BROWN, L.N.A.A.
for STOCKTAKING or VALUATION
30 years' actual trade experience
Expert service and prompt attention
21 DAVENPORT RD., HAZEL GROVE, STOCKPORT
Enquiries Solicited.

THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED
(Business Agency, Transfer & Valuation Department)
KIMBERLEY HOUSE, *and at* EXCHANGE CHAMBERS,
Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL
PARKIN S. BOOTH, Valuer. *Tels.: CITY 1261-2-3-4*
VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.
Enquiries Invited.

JOHN BRIERLEY, F.N.A.A.
CHEMISTS' VALUER AND TRANSFER AGENT
135 Queen Street, Newton Heath, MANCHESTER
SATISFIED PHARMACISTS APPRECIATE MY SERVICE, EFFICIENCY, PRIVACY, STRAIGHTFORWARD DEALS.
"Your interests are mine." **(Tel. Failsworth 1913)**

BUSINESSES FOR DISPOSAL.

BOLTON.—Chemist's shop on growing working-class estate; good N.H.I., Kodak and Ucal Agencies; good living accommodation, with separate entrance; stock and fixtures at valuation or stock optional; good scope for personal attention. 448/36, Office of this Paper.

EASTERN COUNTIES.—Mixed country Business, old-established; unopposed Kodak Agency; well stocked, about £300; average yearly takings last 3 years £900; good house, large garden; fine opening for Dentistry and Optics; suit Qualified or Unqualified; genuine reasons for disposal; vendor's own property; price £1,200 or near offer. Full particulars 449/17, Office of this Paper.

KENT COAST.—Attractive spacious Pharmacy situated finest position busy main street; fitted best modern style; capable considerable increase; total returns past 3 years £5,300; no near private chemist or optician: long lease; good living accommodation; vendor invites offers for quick sale; valuation terms entertained. H., Convalescent Home, Polo Grounds, Canterbury.

LANCASHIRE.—Beautifully fitted Chemist Business in main street of prosperous Lancashire town; good lease at £150 per annum; rates £40; stock £1,200; accountant's figures supplied; bankers' references required; family sickness makes it necessary to move South. 449/9, Office of this Paper.

LEICESTER.—Old-established Pharmacy for sale owing to death of proprietor; N.H.I. and Kodak Agency; double-fronted corner shop on main-road suburb; freehold property, stock, fixtures and fittings at valuation; no goodwill. Apply Herbert Godkin & Co., Priory Chambers, St. Martins, Leicester.

LONDON (near).—Souud unopposed Country Business, pleasantly situated and easily worked, producing clear net income of £400 yearly; very convenient house, good lease, low rent; books properly kept and audited; price £1,250 cash; further details on receipt of banker's reference. "Unique," 222/948, Office of this Paper.

LONDON, E.—A smart Cash Retail Business situated in busy thoroughfare for disposal; lock-up shop; Kodak and Ucal Agencies; returns 1932 £1,450, plus £150 N.H.I., increasing; over £400 up-to-date clean stock; excellent profits; a sound business proposition; price £850. 449/10, Office of this Paper.

LONDON, S.E.—Bargain for young pharmacist commencing; average turnover for last 23 weeks £19 5s. per week; lock-up shop, beautifully fitted; rent, inclusive of rates, only £39 per annum; price £150; stock optional (at valuation); now under management; wants personal attention. 448/15, Office of this Paper.

N. LONDON.—Good opportunity for young, energetic Qualified man of acquiring old-established business; rental £57 10s., let off to good tenant £65; good N.H.I.; price for quick sale £600; owner wishes to invest capital in larger business; no agents, please. 448/38, Office of this Paper.

SUSSEX Seaside Resort.—Old-established Chemist-Opticians; well-fitted double-fronted shop; Kodak and Rexall Agencies; Wine licence; valuable Optical connection; good house; approximate returns average, 3 years, £2,600 under management; lease 8 years at £100 per annum; property can be purchased; satisfactory reasons for disposal; price for business £2,500; further particulars at interview only, and on receipt of bank reference. 449/14, Office of this Paper.

YORKSHIRE CITY.—Drug Store, excellent position on main road in thickly populated district; lock-up shop; rent and rates £1 per week; good scope for N.H.I and Photography; price £225 (approximate value of stock and fixtures), but will accept near offer for quick sale. Further particulars on application to 448/37, Office of this Paper.

YORKS, Seaside Resort.—Good-class Retail, Photographic, N.H.I., wine licence, Ucal, Kodak, Ensign; corner shop, good position, house attached, private entrance; returns approaching £2,000; audited accounts; sound reasons disposal; lease 4 years unexpired or property purchased freehold. Apply further particulars, 449/20, Office of this Paper.

CHEMIST'S Business; improving district, close to Bournemouth; good shop and living rooms; low overheads; only £200 all at for quick sale. Rumsey & Rumsey, Estate Agents, Bournemouth.

FOR Sale as a going concern, an old-established business of Chemists, Liverpool suburbs. For further particulars apply Box "B," c/o H. T. Woodrow & Co., Ltd., 3-7 Cook Street, Liverpool, 2.

GOOD-CLASS Retail Pharmacy, centrally situated in Provincial town; general good-glass retail, Photography, Wines, &c.; turnover £2,000-£2,500. Further details apply 448/35, Office of this Paper.

OLD-ESTABLISHED Drug Store; small town Midlands; living accommodation; no opposition; suit Qualified man; low rent; good reason for disposal. 447/39, Office of this Paper.

RETIRING MANUFACTURING CHEMIST.—Toilet Specialities, Proprietary Lines, Recipes and Connection for Sale; price £150, or offer; established 50 years. Apply P.C.B. 80/8, Office of this Paper.

UNUSUAL Opportunity to acquire an Old-established Chemist's Business in the best position of a progressive country market town 60 miles from the City; good house, large garden, long lease; will stand examination and be sold to a quick buyer at a low price (probably not half its real value) owing to peculiar circumstances. Apply 222/954, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

YOKOHAMA.—British Pharmacy for disposal; well established and showing good profits; sales increasing annually; clean stocks and fixtures; good living accommodation above pharmacy; exceptional opportunity for live young Pharmacist to make money; all at £900, which represents value of stock and fixtures; full particulars on receipt of reference. Barnwell, c/o Dr. W. Hinds, Guildford Road, Knaphill, Surrey.

BUSINESSES WANTED.

LONDON (preferably West End or near).—Private Chemist, with capital available for immediate purchase, requires sound business, preferably with scope for development; must be producing, or capable of producing, a present net income of not less than £550/£600 per annum; this inquiry is absolutely genuine, and negotiations can be opened at once with vendor of first suitable business; all information treated in strict confidence. 222/951, Office of this Paper.

PRIVATE Chemist requires business, preferably with living accommodation, situated in North London; neglected proposition preferred, if possessing scope for increase; good position essential; can negotiate immediately. Please write in strict confidence to 222/950, Office of this Paper.

REQUIRED at Once.—Business on Coast returning upwards of £4,000 per annum; South Coast preferred but not essential; cash buyer waiting; agreement can be entered into forthwith. Apply Orridge & Co., 56 Ludgate Hill, E.C.4.

PREMISES TO LET.

BAKER STREET, W.—Splendid opening for Chemist; capital shop, 17 ft. by 40 ft. and basement available in Berkeley Court, the newly erected magnificent block of flats facing Baker Street Tube Station; rent £300 per annum. Apply Sole Agents, Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Tele.: Mayfair 7666.

STOCKTON HEATH.—Exceptional opportunity for Chemist.—Prominent shop situated in good-class, rapidly developing suburb, which has already reached a very extensive stage; rent and rates approximately £80 per annum; main-road situation. Further particulars upon application to Ernest J. George, 329 High Holborn, London, W.C.1.

A DOUBLE-FRONTED Shop to be Let on lease; in main road Leyton; good working-class neighbourhood; excellent position for Chemist; adjoining doctor's surgery; extensive upper part; side entrance; garage at rear, &c.; £120 per annum, exclusive. P.C.B. 80/12, Office of this Paper.

EXCEPTIONAL opening for Chemist in middle of housing estate, to accommodate about 45,000 people; only one other chemist (large store); premises adjoining well-known multiple firms; available on favourable terms. Apply Geo. Cross, 35 Baker Street, W.1.

SHOP to Let, in new high-class shopping block, central position in Peterborough; excellent opening for a Chemist. For further particulars apply to Owner, William Brown, Broadway, Peterborough.

APARTMENTS.

WHEN YOU COME TO LONDON STAY AT THE HAMPDEN RESIDENTIAL CLUB.

FOR GENTLEMEN. Hampden Street, N.W.1. Close to King's Cross and Euston. 300 bedrooms. 12s. 6d. to 25s. per week, including baths, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Museum 3424.

APPOINTMENTS.

COUNTY BOROUGH OF HALIFAX.

ST. LUKE'S HOSPITAL.

DISPENSER.

THE Health Committee of the Halifax Corporation invite applications for the position of Dispenser at St. Luke's Hospital, at a salary of £200 per annum.

Applicants must be Members of the Pharmaceutical Society of Great Britain, and preference will be given to those having Hospital experience.

The successful candidate must devote the whole of his or her time to the service of the Hospital and will be required to pass a medical examination.

Applications must be submitted on the official form, which may be obtained from the Medical Officer of Health, Powell Street, Halifax, and returned to the undersigned, together with copies only of not more than three recent testimonials, endorsed "Dispenser," not later than first post on 3rd July, 1933.

PERCY SAUNDERS,
Town Clerk.

Town Clerk's Office,
Town Hall,
Halifax.
19th June, 1933.

AGENCIES.

AN ESTABLISHED House of Toilet Soap Makers and Perfumers require Agents on commission in various parts of the country for their products; liberal commission will be paid and quite a good income secured to representatives having an established connection amongst Chemists, Stores, &c. Apply with full particulars of experience, &c. 222/946, Office of this Paper.

CHEMIST, desirous of leaving Retail and shortly selling his business, is open for engagement; would undertake Agency, or distribution of goods, or place himself at service of firm of repute desirous of having their interests cared for in Midland Counties; 36; own car; keen, businesslike. 449/16, Office of this Paper.

OLD-ESTABLISHED Wholesale firm in New Zealand is open to accept Agencies for approved Merchandise, Chemicals, Pharmaceutical and Industrial, Toilet Preparations, &c.; organisation covers the whole of New Zealand thoroughly; references given and required; correspondence invited. Steele Chemical Proprietary, Ltd., 184-186 Oxford Terrace, Christchurch, New Zealand. Cable address: "Scientific," Christchurch.

SITUATIONS OPEN.

RETAIL (HOME).

REQUIRED by an old-established Company of Retail Chemists, an

ASSISTANT TO ITS MANAGING DIRECTOR.

Applicants, who should be competent qualified Pharmacists, should possess a capacity for organisation and control of Staff and should have had experience in the conduct of Branch Businesses. They should preferably be between 30 and 40 years of age, and would have the prospect of eventual succession to the Managing Directorship. Only those possessing highest credentials need apply. Remuneration would be fixed having regard to age and credentials.

Applications, marked on the envelope "Chemist," should be forwarded to Smedley, Rule & Company, Chartered Accountants, Bush Lane House, Cannon Street, London, E.C.4.

KENT COAST.—Unqualified Assistant, lady or gent; mostly for Dispensing in good-class business; for about eight weeks; must be quick and accurate. Apply Mr. S. G. Court, "Lynton," Tankerton Road, Whitstable.

LONDON, S.W.—At once, recently Qualified Assistant for holiday relief work, outdoors. John Keall, 5 Putney Hill, S.W.15.

MIDLANDS.—Locum, Qualified, young, July 17-29 and August 8-19 inclusive, for one or both periods; must have had experience in high-class pharmacy. 449/36, Office of this Paper.

MONMOUTHSHIRE MENTAL HOSPITAL, ABERGAVENNY.—Wanted, a Qualified Male Dispenser; must have knowledge of Photography; salary £260 per annum, less a temporary deduction of £7 5s. 0d., and subject to the provisions of the Asylums Officers' Superannuation Act, 1909. Applications, stating age, qualifications and experience, and accompanied by two recent testimonials, to be sent to the Medical Superintendent by June 30.

SURREY.—Unqualified Temporary Junior Assistant required; good Salesman, neat and accurate Dispenser; to live out; July 28 for three weeks; state salary. Evans & Brown, Coulsdon.

ASSISTANT, male, Unqualified, for Dispensing and Counter, in Midlands. Apply, stating age, experience and salary required, 449/7, Office of this Paper.

EVENING Assistant, Qualified, for Wednesday and Thursday evenings, with an occasional Saturday; male; mainly for N.H.I. Dispensing. State terms and time at disposal to G. Pasco & Son, 57 Hackney Road, London, E.2, near Shoreditch Church.

LOCUM required, Newport, Mon., July 17 to July 29 inclusive; state age, terms and references; applications not answered in six days respectfully declined. 449/6, Office of this Paper.

LOCUM.—Qualified Lady or Gentleman; quick, accurate Dispenser; July 7 to August 5, inclusive. Arnett & Co., 317 Lillie Road, Fulham, S.W.6.

QUALIFIED Assistant (30-40), July 3; quick and accurate Dispenser, knowledge of Photography; permanency; state age, references, experience, salary required. Barton, Chemist, Street, Somerset.

QUALIFIED Locum required for fortnight, gentleman or lady, early date; terms must be moderate; give references and full particulars and salary required in first letter; applications not answered within 7 days respectfully declined. Apply 10 London Road, Rainham, Kent.

QUALIFIED Man wanted for small branch, S.W.; position would suit elderly man requiring easy hours and light duties; modcrate salary; send full particulars and state salary required. 449/15, Office of this Paper.

QUALIFIED Manager required immediately for Retail Business in Midlands; experienced Counterman and Window-dresser, good N.H.I. Dispenser; state age, height, experience and salary required, with photograph and references. 447/4, Office of this Paper.

SMART Qualified Assistant, immediately, for the season; Dispensing and Counter; knowledge of Toilet Goods, Perfumery and Photographics; send full particulars, salary required, copies of testimonials and snap. Raymond Smith, 2 Cliff Road, Newquay, Cornwall.

WANTED for July 1, 1933, Lady Nurse-Dispenser. Apply with references, age and salary required, James Lyons, M.D., F.R.C.S., 12 The Avenue, Lincoln.

WANTED.—Pharmacist, Lady or Gentleman, with Optical qualification, to take charge of branch; no buying; apply immediately. Full particulars to The Manager, Co-operative Society, Ltd., 123 East Street, Sittingbourne.

YOUNG QUALIFIED Lady wanted, at once, for family business; to live in preferred. Apply, giving full particulars, to Mrs. Edgar Wilson, 356 Essex Road, Islington, N.1.

WHOLESALE.

SOUTH ENGLAND and South London Representatives; must have good connection with doctors; no interference with ordinary duties; write, with particulars of position, age, area covered; replies treated in strict confidence. Box 49, Knox & Hardy, 72 Fleet Street, E.C.4.

A GOOD Line, with repeats, available for Travellers with existing connection among Chemists; London and country territories open. Apply Box 433, Staple Advertising, Ltd., 329 High Holborn, W.C.1.

GRANULATOR and Assistant Coater required for Tablet Department by Manufacturing Chemists 17 miles from London; apply, giving full details of experience and stating age and wages required, 222/953, Office of this Paper.

PUBLICITY.—Assistant required by firm of Medicine Distributors, capable of initiating and supervising medical propaganda; must have comprehensive knowledge of modern medicine and sufficient French and German to read medical literature; preference will be given to applicants under 30. Write, stating particulars of education and attainments, to 222/949, Office of this Paper.

PILL Maker required for Manufacturing Chemists in Manchester district; must be fully experienced in manufacture and coating of all kinds Applicant should state age, wages required, and complete details of past experience to 222/947, Office of this Paper.

THREE Vacancies occur for Young Salesmen by Manufacturing Chemists and Distributors in London and Provinces; tuition if necessary; on salary and commission; car essential. Write, stating age, experience, if any, to P.C.B. 80/20, Office of this Paper.

WHOLESALE Export Chemists require on Wet Counter capable man as Charge Hand; must be accurate, energetic and have had good experience. Write, stating experience, to 222/952, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

WANTED (East Africa).—Qualified Chemist's Assistant, with Optical qualification; single, age about 35; good health; preferably abstainer; with photographic experience; 4 years' agreement, commencing £30, rising to £35 monthly; send photo with details record, copies testimonials. Davis & Soper, Ltd., 54 St. Mary Axe, London, E.C.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.—QUALIFIED (30) desires change after August 31; post required in City or Stores (London); permanency; no Sunday duty; 12 years' excellent general experience; excellent references. 448/9, Office of this Paper.

A.A.—ELDERLY Qualified Chemist; experienced all branches; Assistant, Locum or Branch Manager. Keats, Pax-Holme, Street, Somerset.

AS Locum, Manager and Holiday Assistant; 30 years' good experence Counter, Bookkeeper, Dispensing and Worker. "Prescriber," 130 Scott-Ellis Gardens, N.W.8.

ADVANCED Medical Student (23); fully conversant with drugs; good Prescriber; requires one year's experience in good-class business; Liverpool or London. 449/13, Office of this Paper.

ASSISTANT, awaiting result Part II, free July 6 to 29, requires locum; anywhere; public school education; "Square"-trained; good Dispenser and Counter. F. Harrison, 3 Grenville Street, W.C.1.

ASSISTANT or Manager (28), Unqualified, tall, married; 12 years' excellent experience; disengaged. Watson, 38 Lauderdale Avenue, Cleveleys, Blackpool.

ASSISTANT, Unqualified; tall; with 30 years' experience Dispensing, Counter and Photographics; single, abstainer; disengaged. Harris, 24 Link Road, Edgbaston, Birmingham 16.

ASSISTANT (22), Part I, 5 ft. 10 ins.; 4 years' experience; Dispensing, Counter, Window-dressing; excellent references; disengaged. Marshall, Feering, Kelvedon, Essex.

ASSISTANT (38), Qualified, desires situation. Particulars to 449/3, Office of this Paper.

CHEMIST'S Manager requires position as Manager, with view to succession or as Partner in small good-class business; London area. 448/17, Office of this Paper.

CHEMIST-OPTICIAN, J.C.Q.O. (40), single; experienced manager; recommended; desires permanency; 3 years present; London or provinces; free mid-July. 448/33, Office of this Paper.

DISPENSER (Lady, Hall), efficient, 12 years' experience Dispensing and Secretarial work, available for locums, season or permanent post. 441/34, Office of this Paper.

DON'T DELAY, but wire Howell, c/o Williams, Chemist, West Street, Crewe, if you want sound, reliable Locum, Qualified; 45; disengaged June 26-July 4; due London July 6.

LADY Assistant Dispenser (Hall) desires post; whole or part time; excellent references; Brighton or near. 8 Prestonville Road, Brighton.

LADY Assistant (Hall); 9 years' first-class experience; good Saleswoman and Dispenser; permanency or locum; pharmacy-trained. "P.," 30 Pepys Road, S.E.14.

LADY Dispenser-Bookkeeper (Hall) requires part-time or locum work; London. Miss Thompson, 172 New Kent Road, S.E.1.

LADY Dispenser (Hall Certificate), experienced, requires Locum or permanent post; free July 24; secretarial training. 448/39, Office of this Paper.

LOCUM, fully experienced all branches, unqualified, is open for engagement 21/8/33 to 2/9/33; coastal district preferred. 448/21, Office of this Paper.

LOCUM, Qualified (29); responsible all-round experience; free July 3 onwards. Pharmacist, 41A Fressilian Road, Brockley, S.E.4.

LOCUM, Qualified; disengaged until August 9th; fully experienced; highest references; any part. Jenkins, "Greenmount," Ferndale, Teignmouth, Devon.

LOCUM (23), Unqualified, desires post for few weeks from July 17; London and Provincial experience; highest references. 447/40, Office of this Paper.

MR. J. MILNER, M.P.S., 209 Trafalgar Road, Greenwich, can recommend a responsible Qualified Manager for a middle-class or good working-class business.

UNQUALIFIED (23); 8 years' experience N.H.I. Dispensing, Photographic, Toilet and Counterwork; excellent references; immediately available; London preferred. Priestley, 86 Plashet Road, Upton Manor, E.13.

WEST-END Firm can highly recommend a thoroughly experienced Unqualified Locum; age 39; free till August 5. "Sound," 21 Disraeli Road, Putney, S.W.15.

YOUNG Lady (Apothecaries' Hall certificate) requires experience in Retail Work; services given gratis. P.C.B. 80/10, Office of this Paper.

WHOLESALE.

A.—MAN (26) seeks work; experienced Wholesale Chemists; Packer, Checker, Despatch, &c.; good references. P.C.B. 80/11, Office of this Paper.

ADVERTISER (30), with own car, desires post as Representative for sound established line on commission and expenses basis; 12 years' wholesale and retail experience. 449/150, Office of this Paper.

AN Opportunity occurs for an enterprising firm to obtain the services of a General or Sales Manager who has had wide experience with two leading firms, whose products are sold to and by Chemists and are nationally known. He is well known to the most important Wholesale, Multiple and Retail Buyers throughout the country, and his experience includes the successful marketing and sales development of established lines; also the merchandising and advertising of new lines. If this notice interests you, write 222/955, Office of this Paper, for further details.

GENTLEMAN, expert organiser and floater, Proprietary Articles, open to propositions or re-engagement. P.C.B. 80/2, Office of this Paper.

LIVE Young Pharmacist, smart appearance, excellent Salesman, would be of real service to firm looking for a good man to represent them; travel anywhere; present retail; excellent recommendation. 448/27, Office of this Paper.

QUALIFIED Pharmacist (26), of good appearance and education, seeks position as Representative with Wholesale House; at present managing. 448/31, Office of this Paper.

TOILET and Perfumery.—A competent Perfumer, with Pharmaceutical experience and at present acting as consultant, desires to meet with a reliable house with a view to a permanency; skilled in producing high-grade preparations; export trade is a speciality; many formulas have been specialised; some original odours are ready for introduction; if necessary can produce for the bazaar trade; only reputable firms can be entertained; those with scope to offer will find salary reasonable. P.C.B. 80/16, Office of this Paper.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

CLEAR OUT—your Old or Damaged Stock of Photo Goods
Why keep them any longer? Turn them into CASH.
I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.
S. E. HACKETT, 23 July Road, Liverpool

TRAVELLER, over 2,000 accounts among Chemists, Hairdressers in Yorkshire and Midlands, desires situation with good Perfumery House; can drive car; reside any centre. Selby, 16 Waterloo Road, Nottingham.

WIDOW seeks position in factory, used to making of face cream, controlling of girl labour; experienced in labelling, wrapping, &c., also machinery; excellent references. M. B., 47 Lowden Road, Herne Hill, S.E.24.

COLONIAL, INDIAN AND FOREIGN.

DO you want to extend your business? Why not export? South African (42), resident London, with 15 years' travelling experience, has good connections with Druggists and Toilet Wholesalers in Holland, France, Belgium and Central Europe; successfully travelled for large Continental houses; requires representation of a large British firm for Branded Goods, Toilet Sundries or similar; sub-agents appointed; would go oversea; terms moderate. W. L., 49 Northwick Avenue, Harrow, Middlesex.

GLASS and China Decorator; specialist in lettering and decorating pharmaceutical bottles, facias, &c.; experienced in every branch of this kind of work; desires permanent situation in any part of the world. Write to Joh. Gedlich, Berzdorf (Görlitz Land), Germany.

PHARMACIST, experienced Continental, French, Spanish, Italian, desires change to represent good-class English or Continental house; single; would consider retail; travel anywhere. 436/6, Office of this Paper.

FOR SALE.

BRITISH Automatic Vendor Machine, 18 sixpenny compartments; cost £55; accept £25. Plas Gwyn Private Hotel, Llandudno.

NATIONAL Cash Register for Sale; recent model; in good working order. Letters only to R. Wilkins, 184, Venner Road, Sydenham.

MISCELLANEOUS.

A "BEST Fitted and Equipped" Pharmacy pulls trade; new and second-hand fittings and showcases of all kinds and sizes. Write enquiries to or call at PHILIP JOSEPHS & SONS, LTD., Shopfitters, 90/92 St. John Street, London, E.C.1.

A COMPLETE Pharmacy, £45; Drug Fixture, fitted with Drawers, Glass Knobs and Labels; Mahogany Wall Case, with Glazed Doors throughout; Mahogany Counter, with Showcase Front; Nest of Drawers, Shelving, Dispensing Screen and Work Bench Silent Salesman, Glass Showcases, Mirror, Cash Till. Please call or send your requirements to RUDDUCK & CO., 219-227 Old Street, London, E.C.1.

BARGAIN.—Complete Developing and Printing Apparatus for disposal: 3 10-gallon tanks, Ensign D.R. Lamp, Rotary Washer, Ensign Rotary Print Dryer, Electric Film Dryer, Printing Table (Kodak), Enlarging Lantern, Print Trimmer; first reasonable offer for lot; on view any time. 76 Church Road, Manor Park, E.12.

Price lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

CHEMISTS' FITTINGS, direct from manufacturer; soundly constructed in oak and mahogany; 8 ft. Drug Run, £18; 6 ft. Dispensing Screen, £14; 6 ft. Showcase Fronted Counter, £8 5s.; 6 ft. Wall Case, £11; 6 ft. Glass Counter, £8 15s.; Counter Case, 30 x 24 x 18, £2 5s., &c. Send now for photographs, or call and inspect. MYERS, Complete Chemist Fitters, 134a Kingsland Road, E.2, near Shoreditch Church. Bishopsgate 2524.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensiug Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright aud Flat Counter Cases, Plate-Glass Counters, Cash Tills, Display Stands and Glass Shelves, &c., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CHEMISTS' FITTINGS in oak or mahogany, also 10-ft Drug Fitting, 8-ft. Wall Case, 8-ft Glass-Fronted Counter, 6-ft. Dispensing Screen, 2-4-ft. Nests Counter Drawers; send for prices; value for money; rough sketches free. GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, E.C.1. 'Phone: Clerk. 5371.

PERSONAL Weighing Machines, surplus and second-hand models, finished in cellulose or vitreous enamel; colours to suit requirements. AUTOWAY Co., 13 Wellington Street, Glasgow.

SHOPFITTINGS and Fixtures. King's can equip a Pharmacy with a complete range of modern fixtures in oak or mahogany from £75; we would welcome a visit to our showrooms; now ready, new catalogue No. C.D. 1013, post free on application. J. C. KING, LTD., 42-60 Goswell Road, London, E.C.1.

EXCHANGE COLUMN.

WANTED.

EASIPED Pads, Amovon foot paste, or Toe Caps wanted, any quantity; good cash price given. Send carriage forward to 77 Bradshawgate, Bolton.

FINE Reflex and Focal Plane Cameras, ¼-plate Sandersons, Unas and Stand Cameras; no roll film cameras or folding plate Cameras required; stocks of apparatus considered and good prices offered. Wallace Heaton, 119 New Bond Street, W.1.

THERE IS PUBLIC DEMAND FOR NUCTONE!



ORDER THROUGH YOUR USUAL WHOLESALER

Ever since Nuctone was placed on the market the demand for it has been steadily rising. Nor is this surprising. Nuctone is made by expert chemists . . . tested to be infallible . . . so that every bottle of it is safe as a shampoo. Delicate, yet deep and lasting in its work of tinting —can you wonder that your first sale starts a steady succession of repeat orders? Your first opportunity is here—profit by this public demand for Nuctone.

Nuctone
SAFE FOR GREY HAIR

"The Chemist and Druggist" COMPACT LIBRARY

PHARMACEUTICAL FORMULAS (P.F., Vol. 1). The tenth edition of this, the most complete pharmaceutical formulary in the English language, comprises (1) selected formulas from the British, United States, and several other pharmacopœias; (2) unofficial formulas from hospital pharmacopœias and other sources, British, colonial and foreign; (3) known, admitted and approved remedies (218 pages) taken from previous editions of "Pharmaceutical Formulas" and from THE CHEMIST AND DRUGGIST Diaries; (4) concise descriptions of practical methods of manufacture, adapted to the retail shop; (5) an Appendix comprising laws and regulations governing the sale of poisons, the hours of closing, medicine-stamp duty, the use of spirits and many other data —*e.g.*, a solubility table and chart. The volume contains 1146 pages. Price 15s., by post 15s. 9d.

THE ART OF DISPENSING. The tenth edition was published in 1926. It has been thoroughly revised and considerably improved, while maintaining the features which have made it so popular with several generations of students. All chemists should keep this book in the dispensary for ready reference when difficulties arise in the course of the day's work. Price 8s., by post 8s. 6d.

VETERINARY COUNTER PRACTICE. Chemists interested in veterinary practice will find it indispensable, as it deals with the ailments of horses, cattle, sheep, pigs, dogs, and poultry, and the remedies that can be supplied. New edition, 1930 (Eighth), brings this book thoroughly up to date. It has been written throughout by experienced veterinary surgeons. Price 7s. 6d. net, by post 8s.

THE PHOTOGRAPHIC CHEMIST. This is a concise guide to chemists commencing and carrying on a photographic department. The book is a reprint of the treatise in THE CHEMIST AND DRUGGIST DIARY, 1926, with additional chapters and formulas. Price 3s. 6d., by post 3s. 8d.

PHARMACEUTICAL BOTANY. An attractively written book dealing with the plants mentioned in the examination syllabus of the various pharmaceutical examining bodies. Botanical terms which at first sight are forbidding in appearance are explained so that the meaning is made crystal clear. A useful gift for apprentices and assistants who have not passed the qualifying examinations. Price 5s., by post 5s. 4d.

DISEASES AND REMEDIES. Now in its sixth edition (March, 1931). It has been carefully revised by an experienced medical practitioner and parts of the book have been rewritten. Price 3s., by post 5s. 3d.

The "C. & D." PRICE LIST FORMULARY, "P.L.F." All users of the *C. & D.* Retail and Dispensing Price List require a copy of this Formulary. It brings together the formulas for unofficial preparations, the prices of which are quoted in the Price List. It is a choice collection of good formulas for articles in everyday request by the public. Price 2s. 6d., post free.

PRACTICAL METHODS OF URINE ANALYSIS. This department of chemistry is one which those behind the drug counter can profitably cultivate. The object of this book is to give chemists exactly the information they want on the subject. The book is written by a working pharmacist who is expert in the subject, and has been revised by a M.B.Lond. (3rd Edition.) Price 4s. 6d. net, by post 4s. 3d.

THE CHEMISTS' DICTIONARY OF MEDICAL TERMS AND TREATMENT. A small book which explains the meaning of medical terms as to which customers often inquire from chemists. In addition to concise definitions of these technical terms, notes are given on treatment of the more important ailments. Price 3s. 6d., by post 3s. 8d.

PROVINCIAL HOSPITAL PHARMACOPŒIAS. Uniform with the "Chemists' Dictionary," contains 296 pages and consists of formulas for medical prescriptions used in twenty-two hospitals and infirmaries in Great Britain outside the London District. Price 9s. net, by post 9s. 2d.

WOOTTON'S CHRONICLES OF PHARMACY. A most interesting history of Pharmacy from its very beginnings by the late A. C. Wootton. In two vols., maroon cloth, comprising 770 pages. Price 10s. 6d. net, by post 11s. 3d.

Published by "THE CHEMIST AND DRUGGIST," 28 Essex Street, LONDON, W.C.2
Branch Offices: Manchester and Sheffield, England. Glasgow, Scotland. Melbourne and Sydney, Australia. Auckland, New Zealand.

A

TOPICAL C. & D. BOOK

THE PHOTOGRAPHIC CHEMIST

This is a concise guide to chemists commencing and carrying on a photographic department. The book is a reprint of the treatise in *The Chemist and Druggist Diary*, 1926, with additional chapters and formulas.

Price 3s. 6d., by post 3s. 8d.

You can obtain a complete list of C. & D. books from—

THE CHEMIST AND DRUGGIST
28, Essex Street, Strand, London, W.C.2

or the following branches—

MANCHESTER: 49, County Buildings, 4, Cannon Street.
GLASGOW: 19, Waterloo Street.
SHEFFIELD: 54, Fosters Buildings.

Your wholesaler can supply them also.

WELLCOME LIBRARY

Printed for the Proprietors by EYRE AND SPOTTISWOODE LIMITED, His Majesty's Printers, East Harding Street, E.C.4, and Published by the Proprietors, MORGAN BROTHERS (Publishers), Limited, at 28 Essex Street, Strand, London W.C.2.—*June* 24, 1933. (240/66)